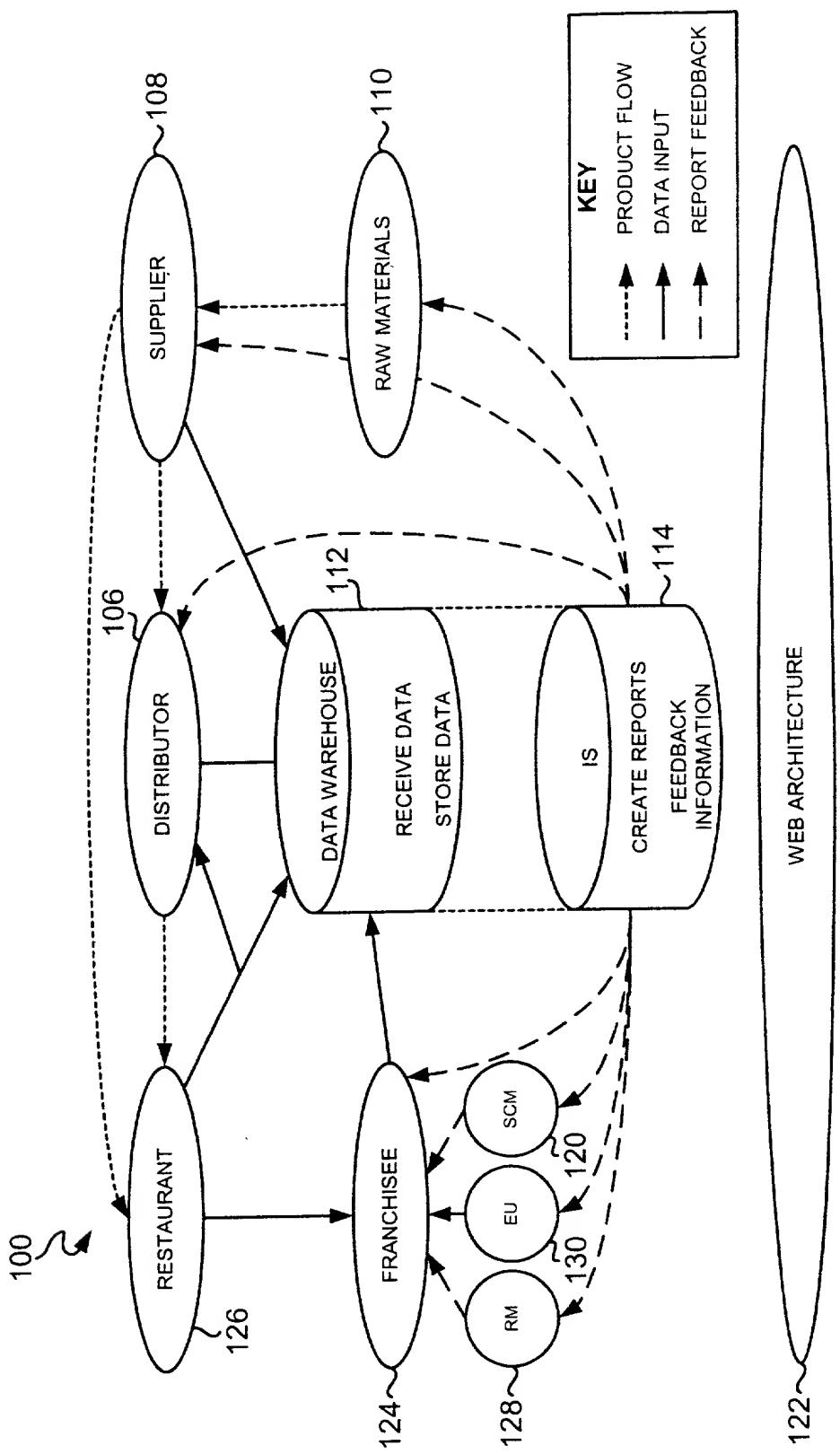
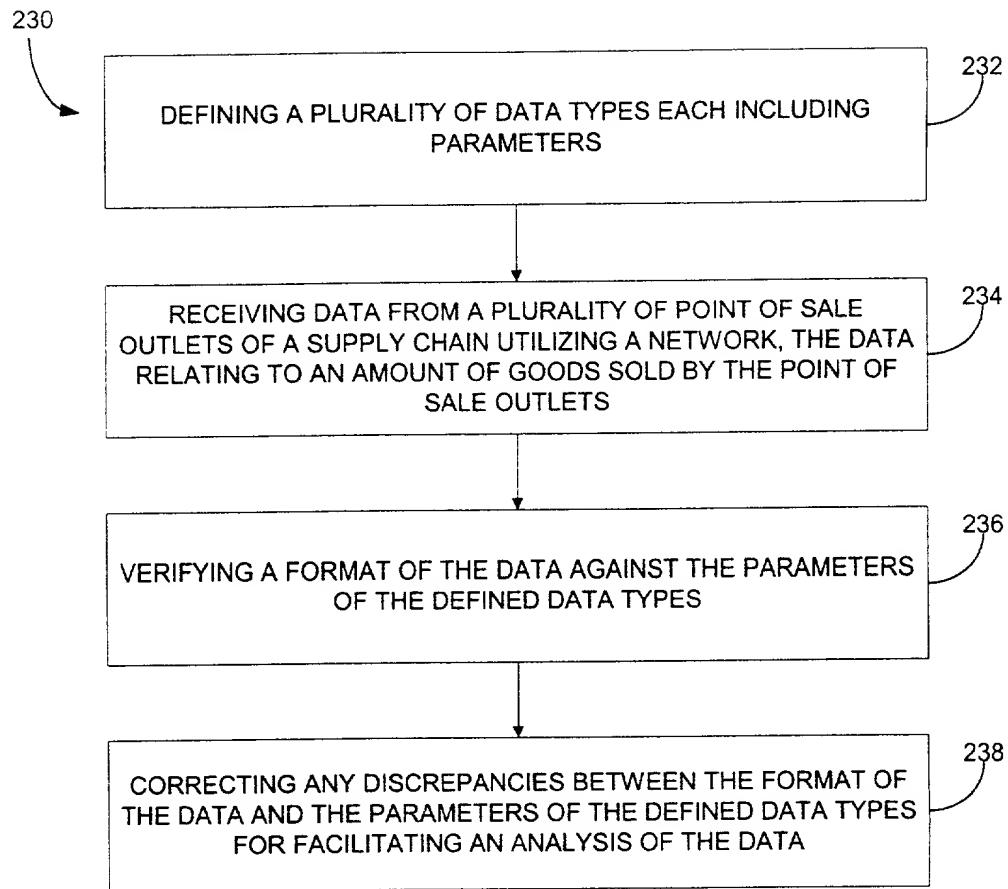


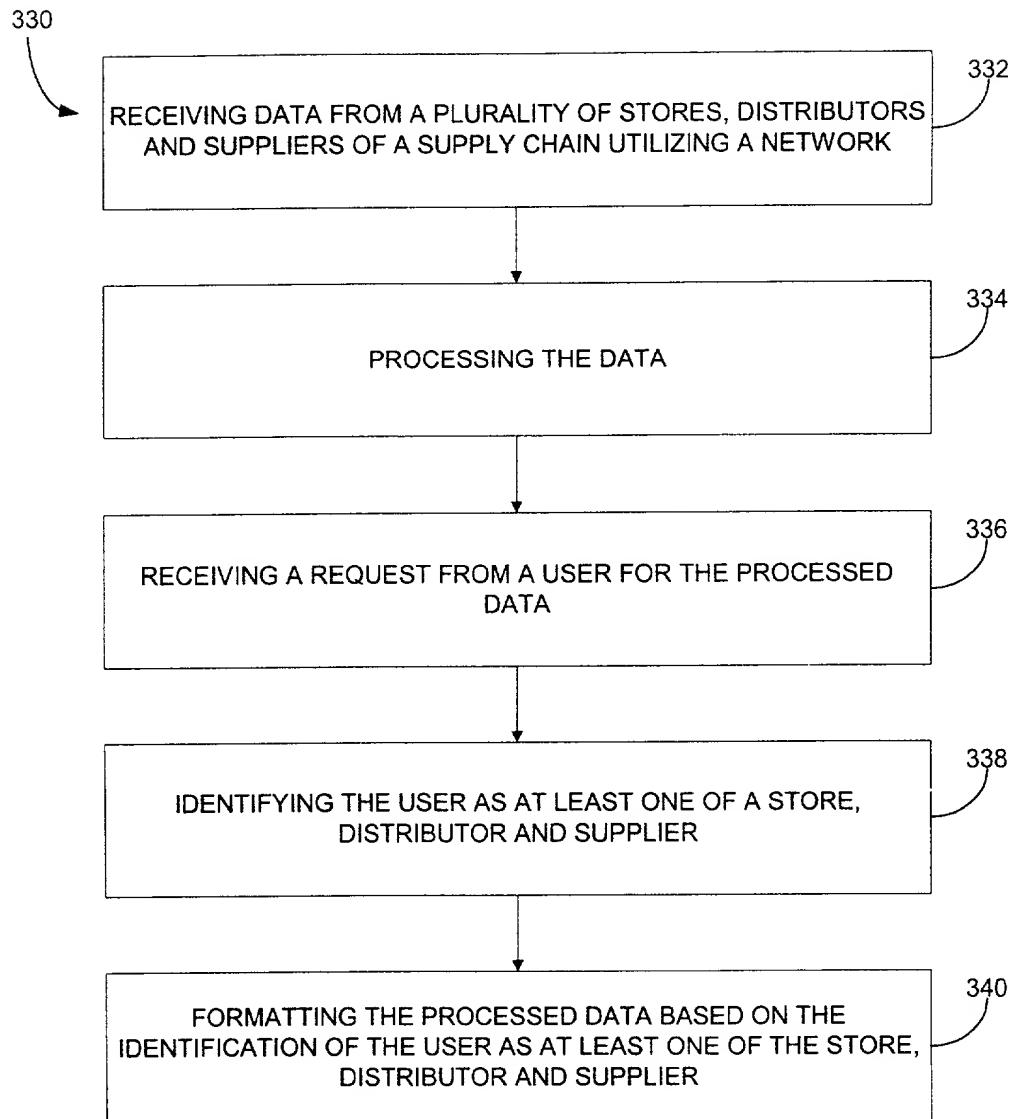
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**

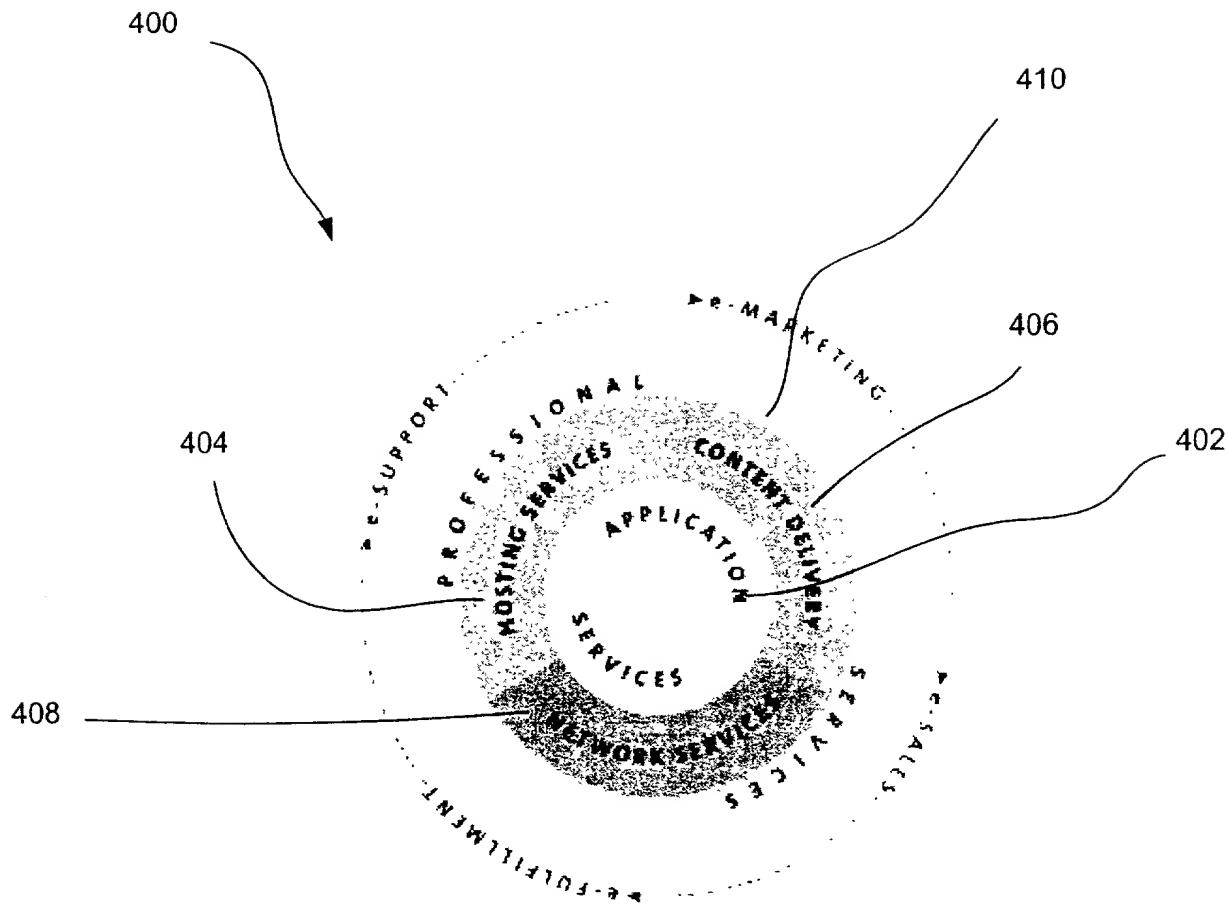
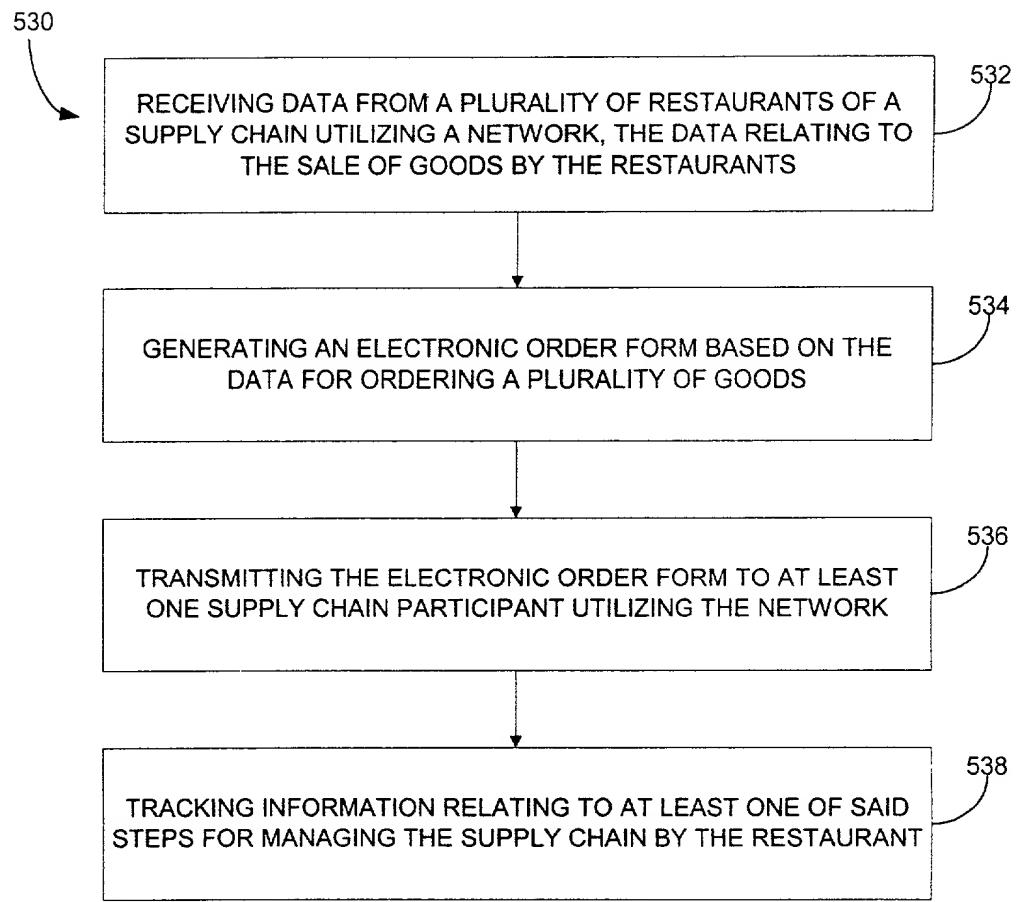
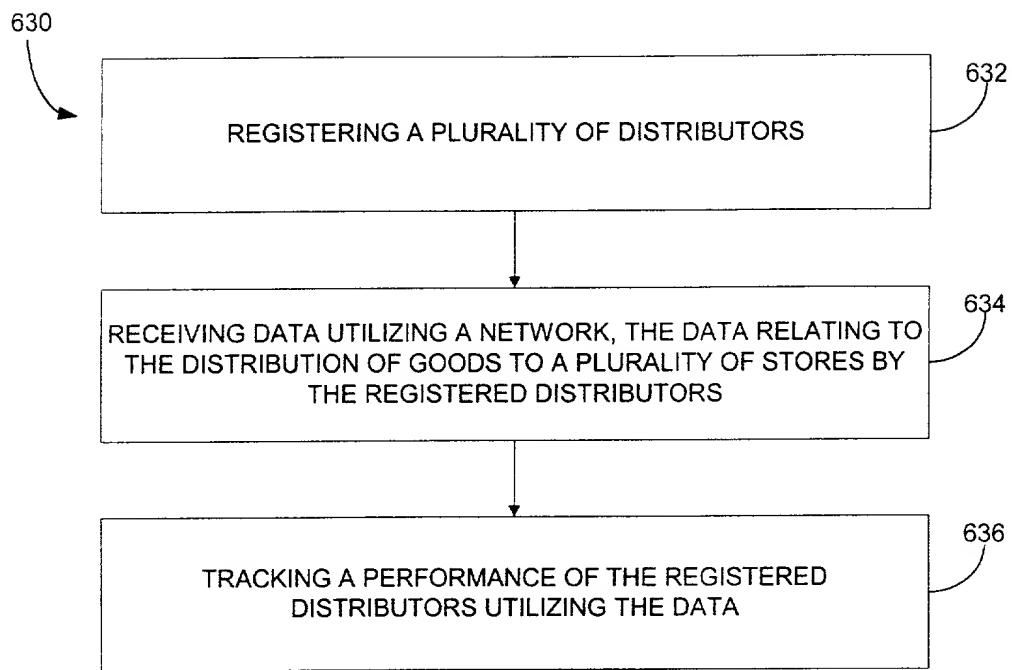


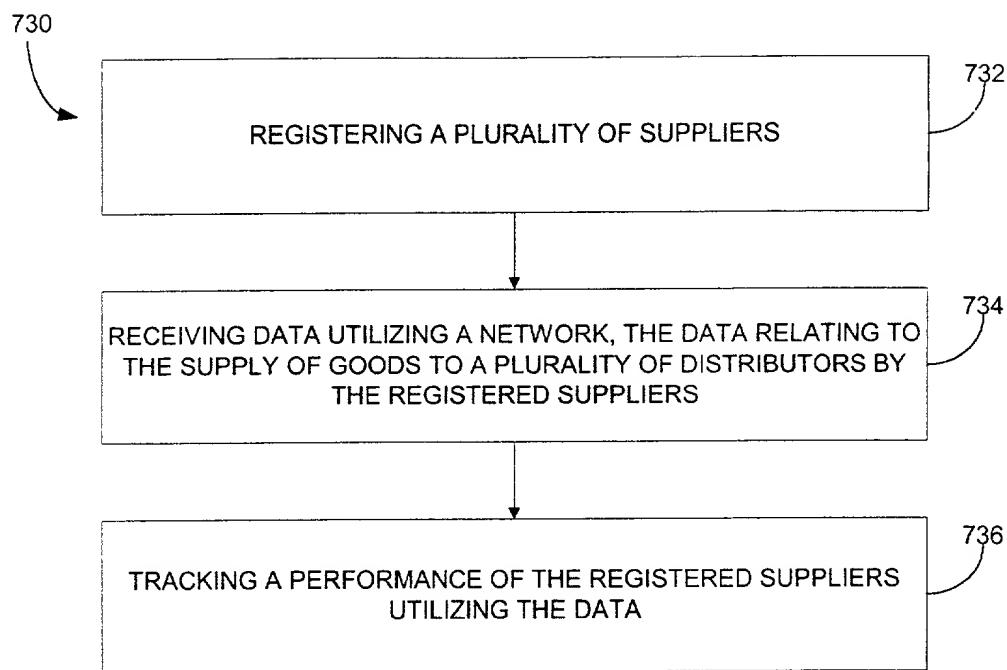
Fig. 4



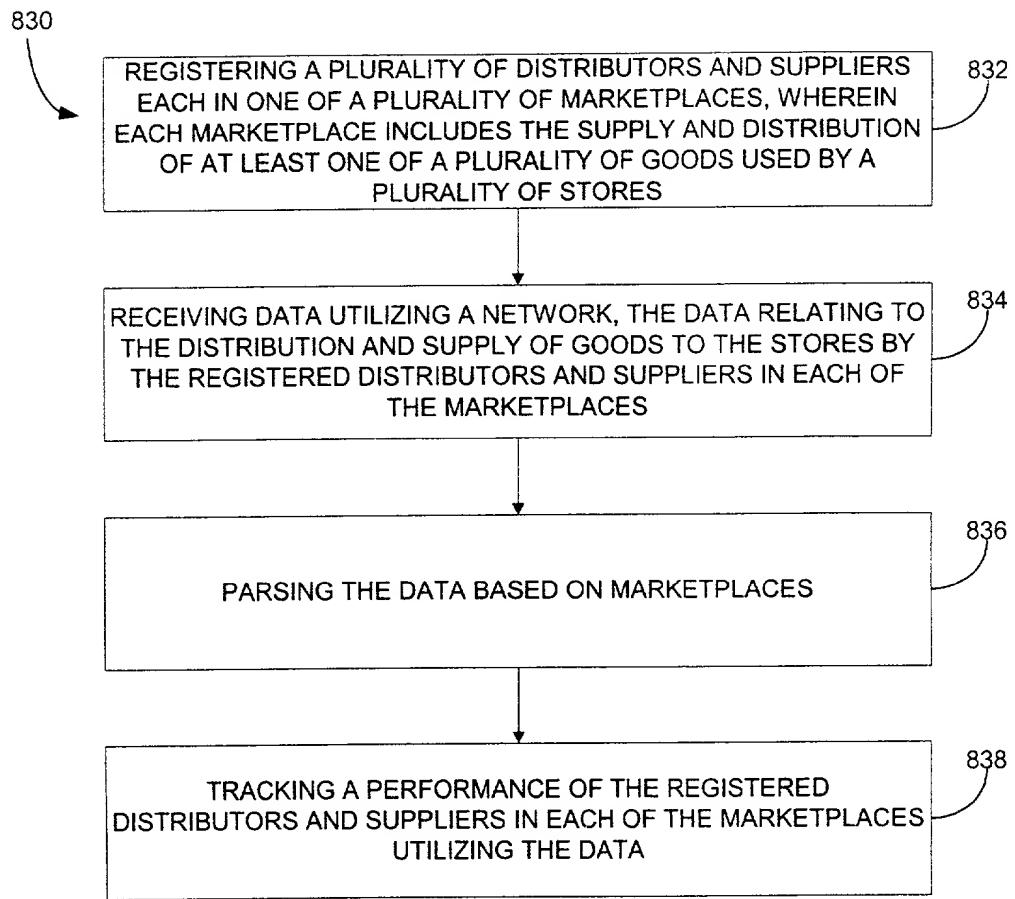
**FIG. 5**



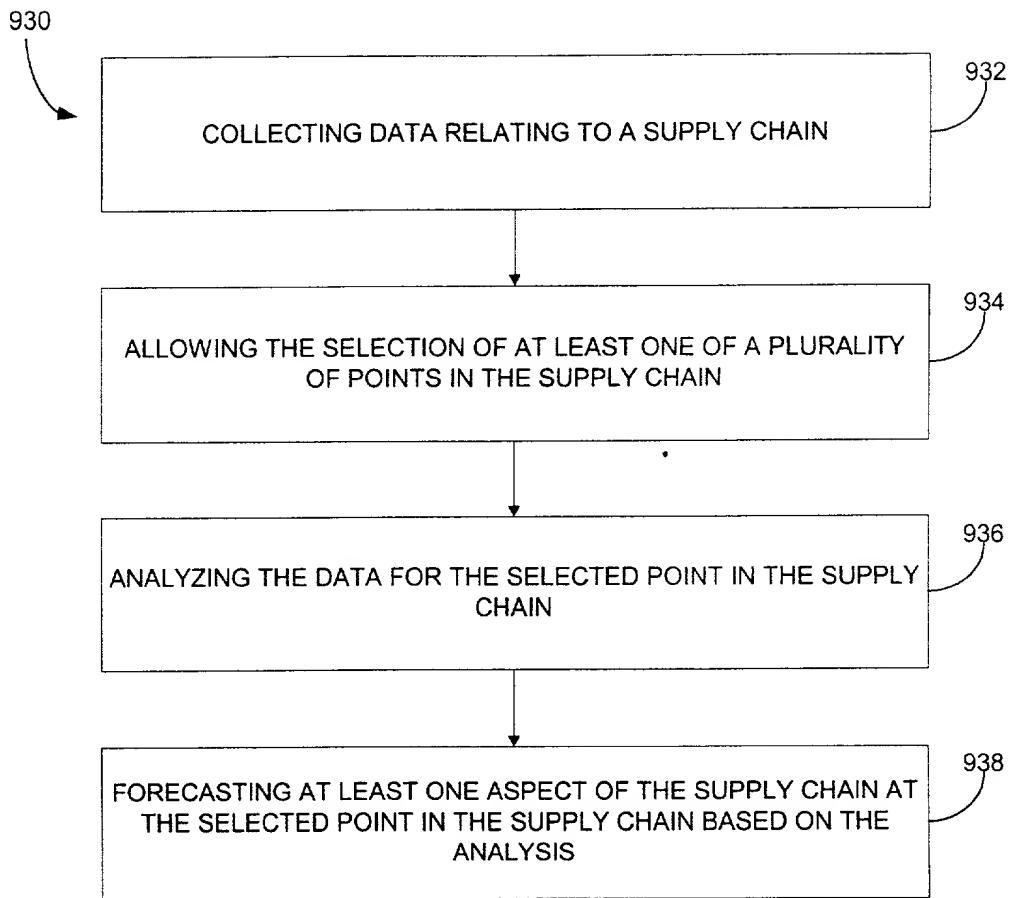
**FIG. 6**



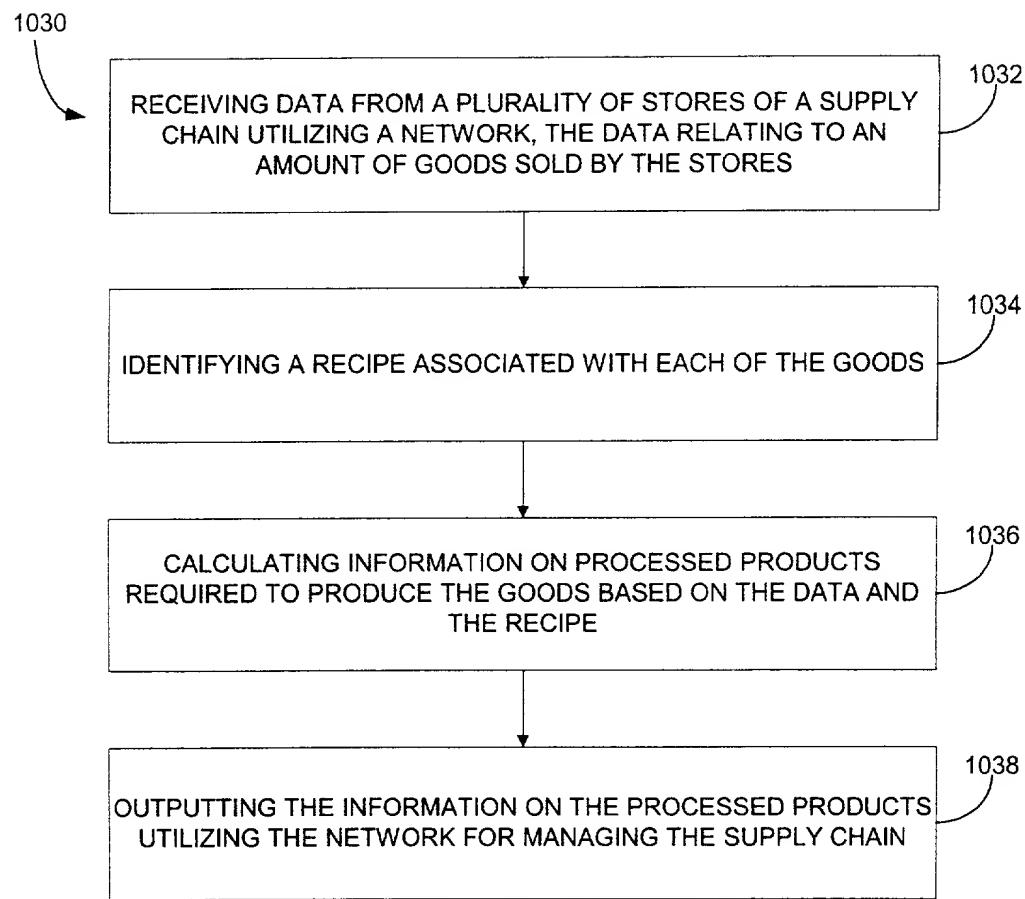
**FIG. 7**



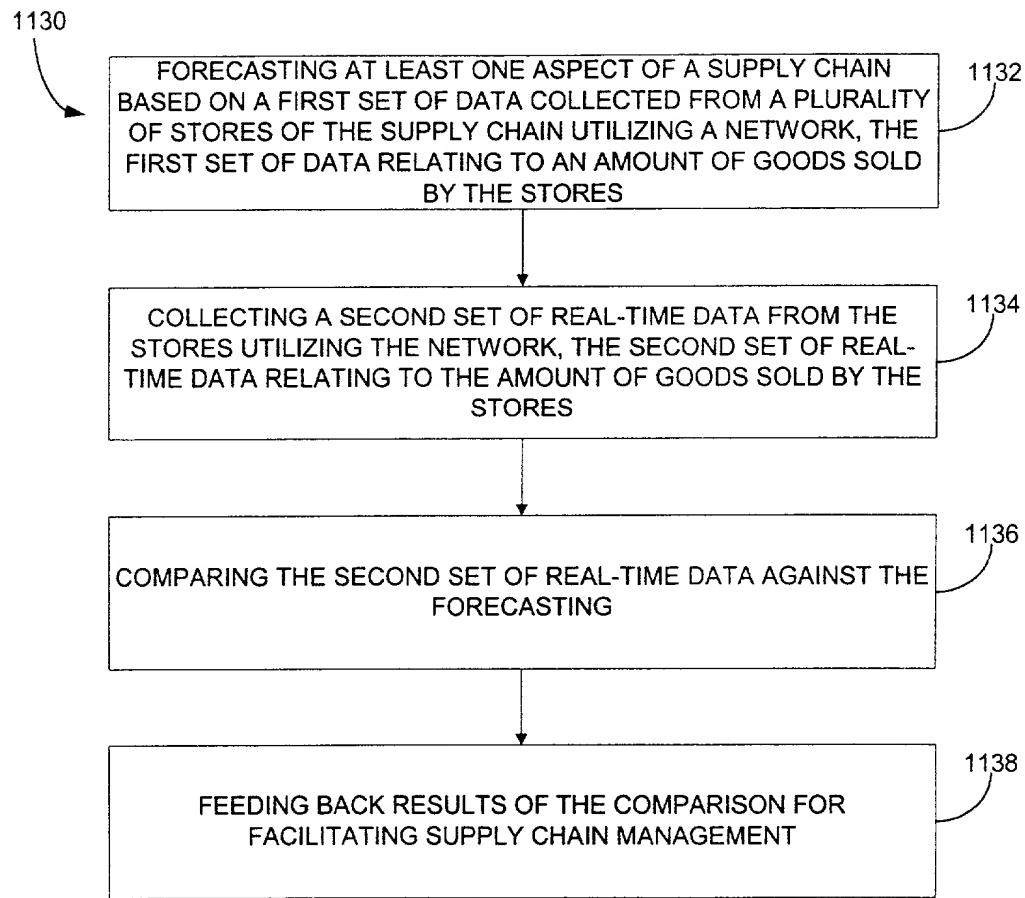
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

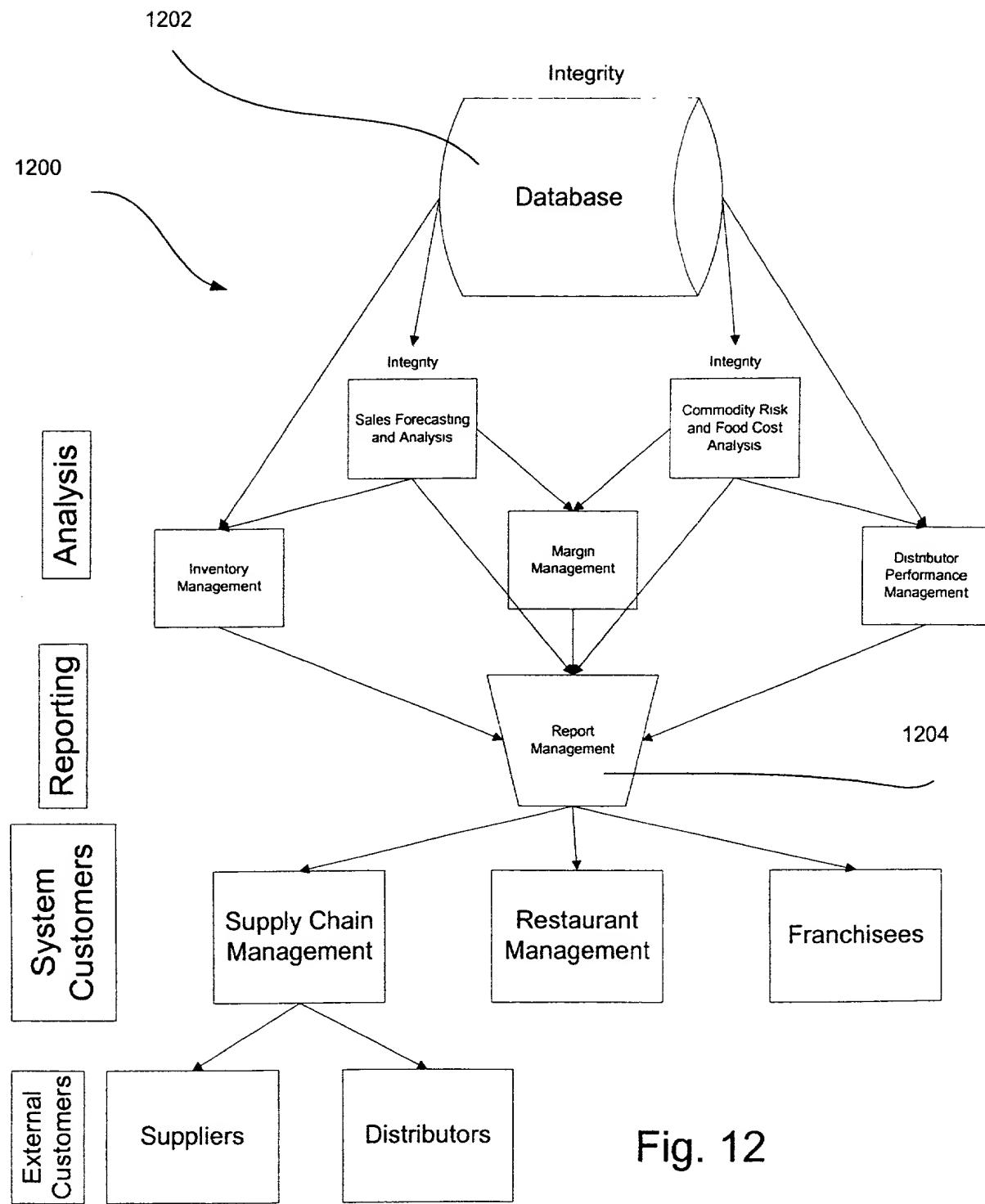
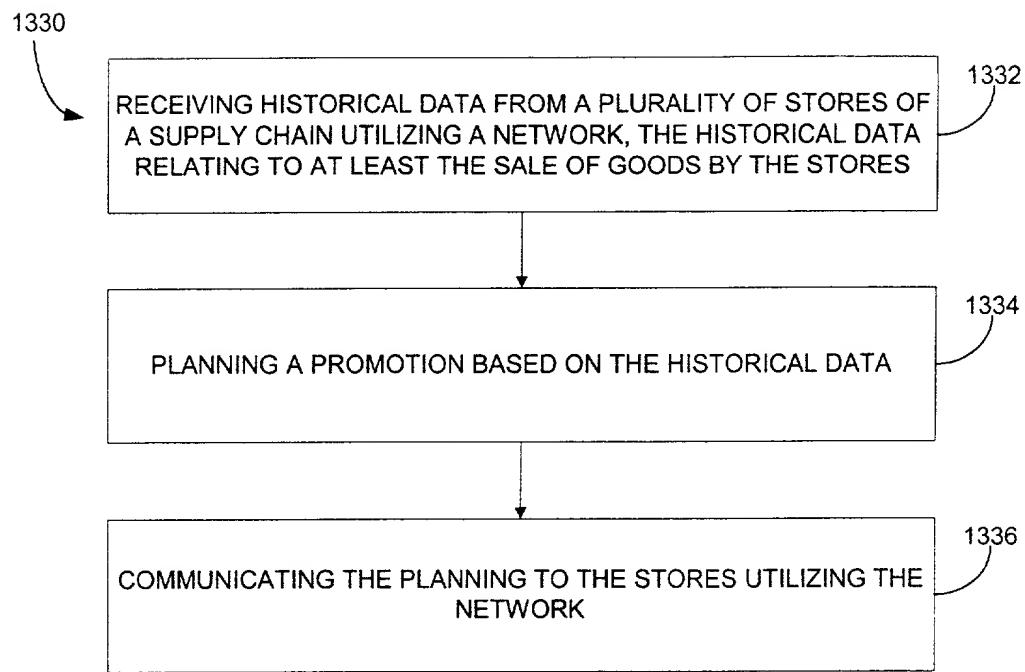
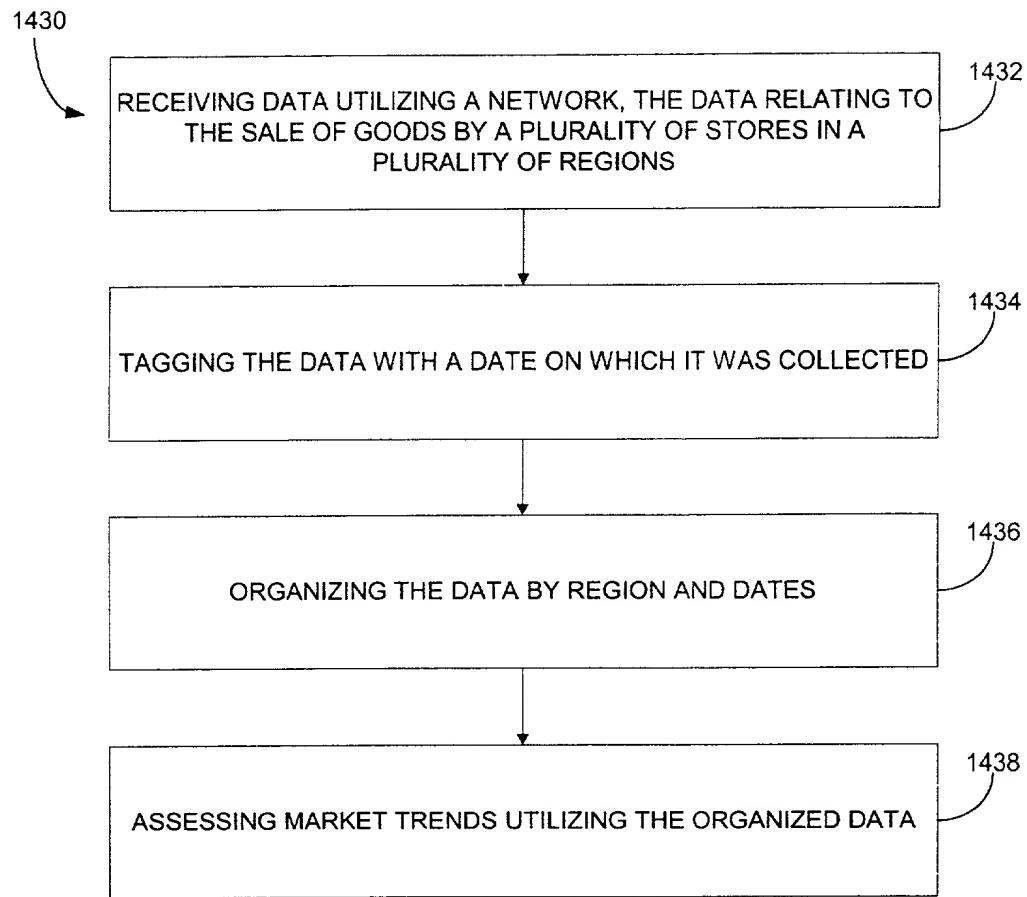


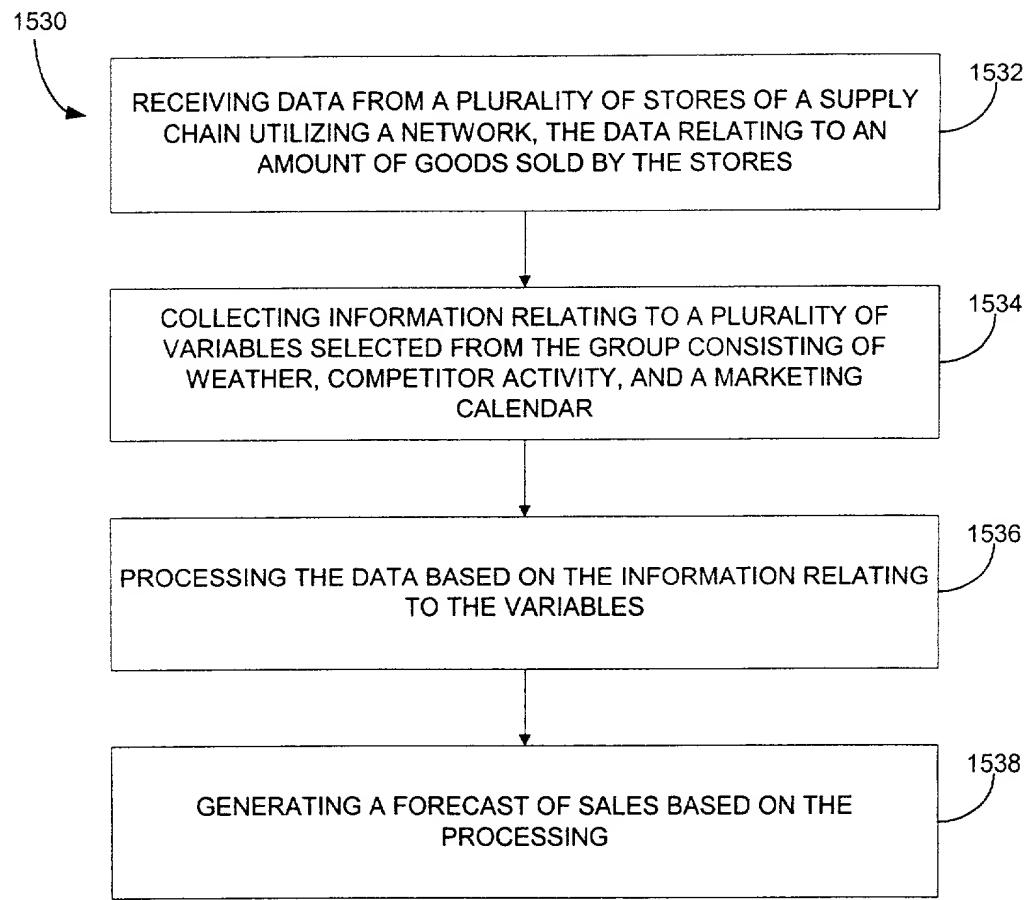
Fig. 12



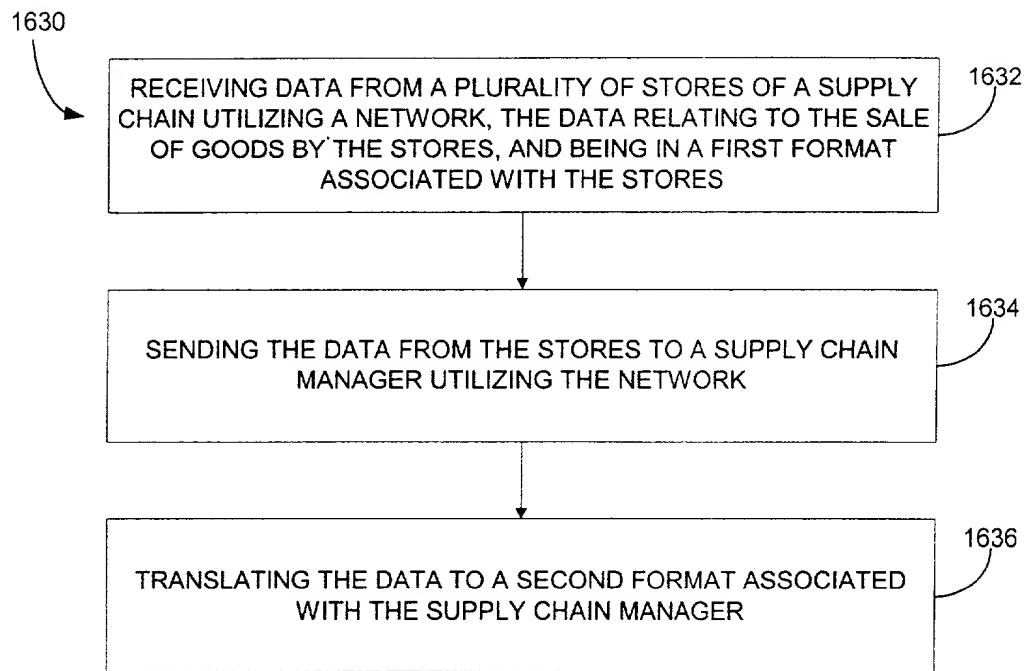
**FIG. 13**



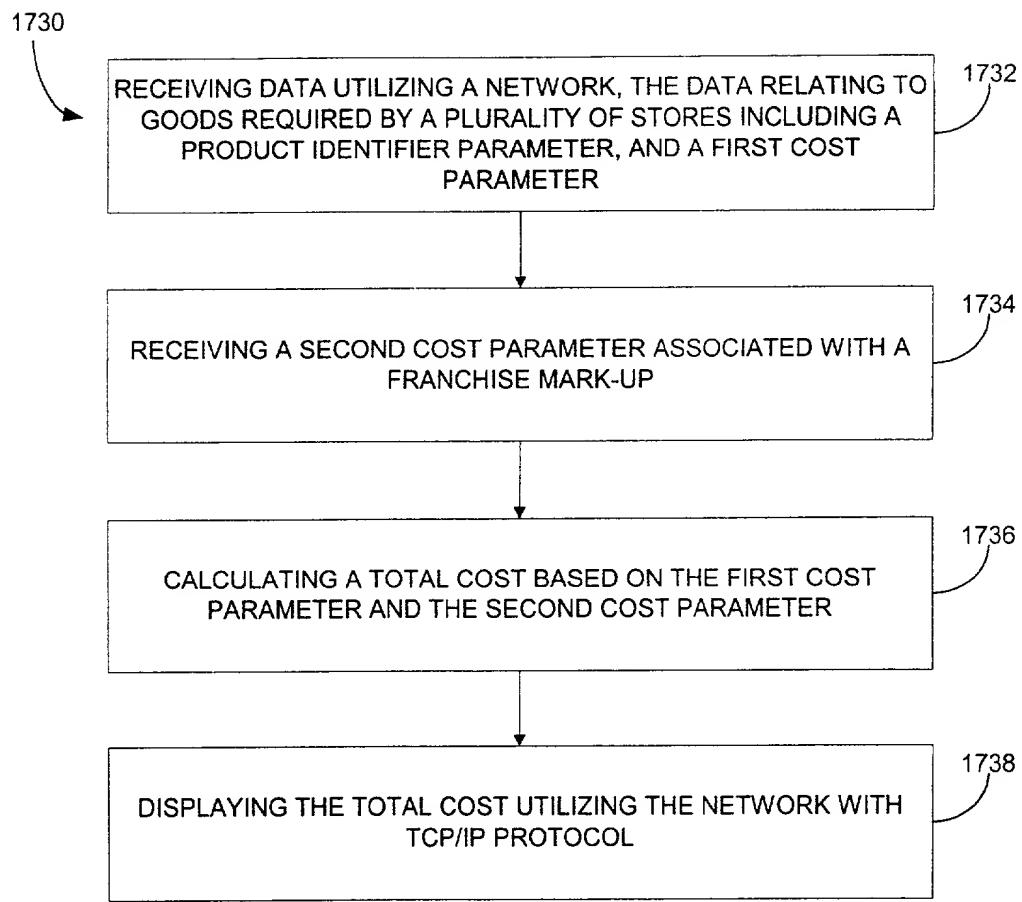
**FIG. 14**



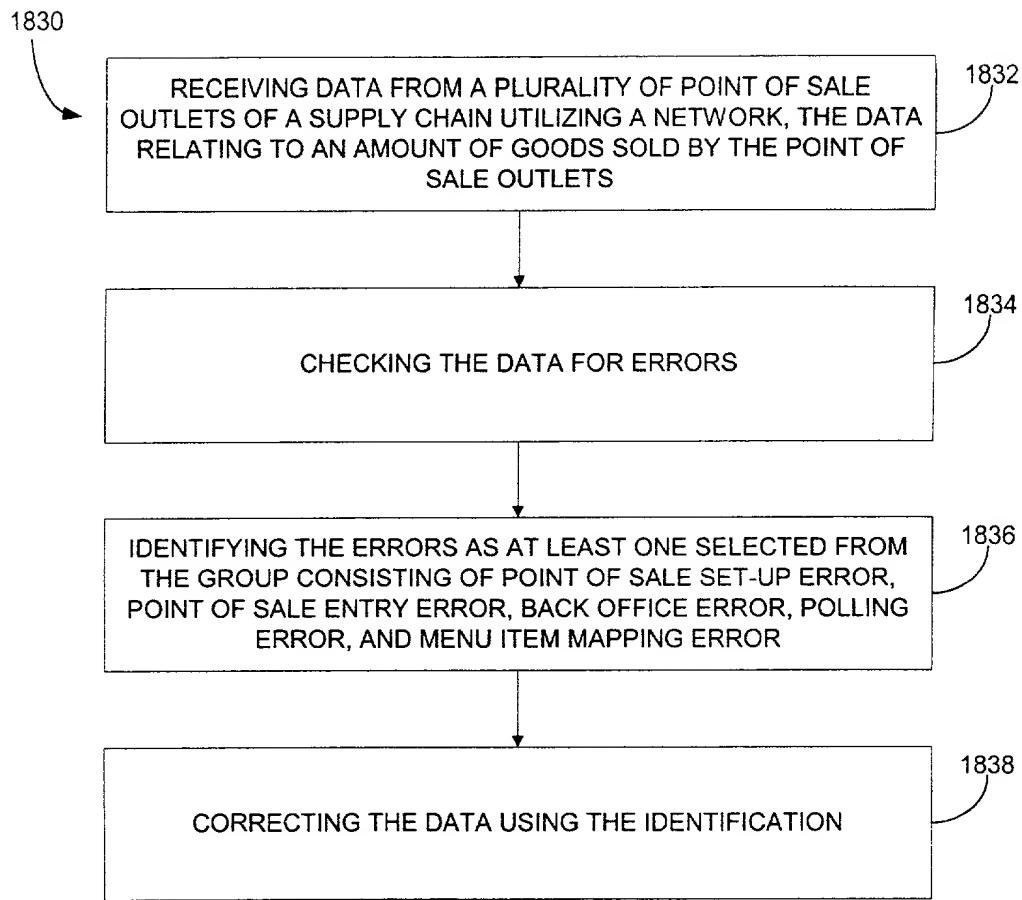
**FIG. 15**



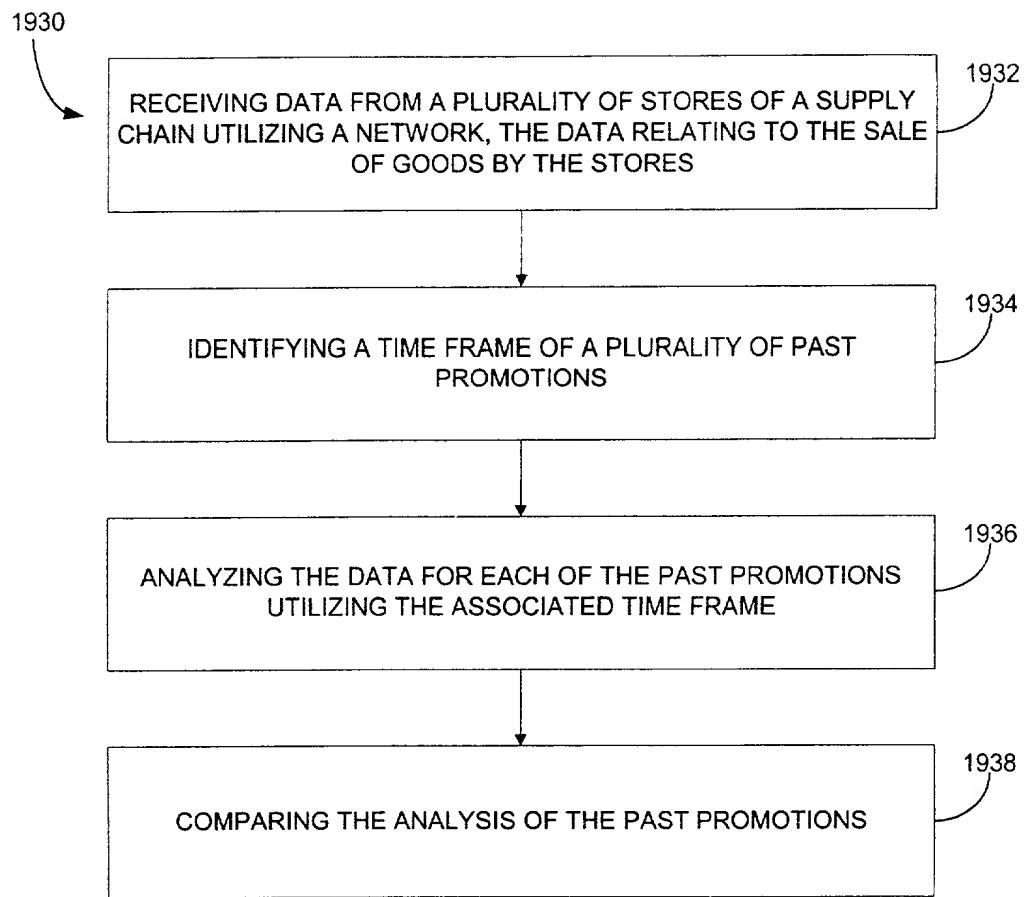
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

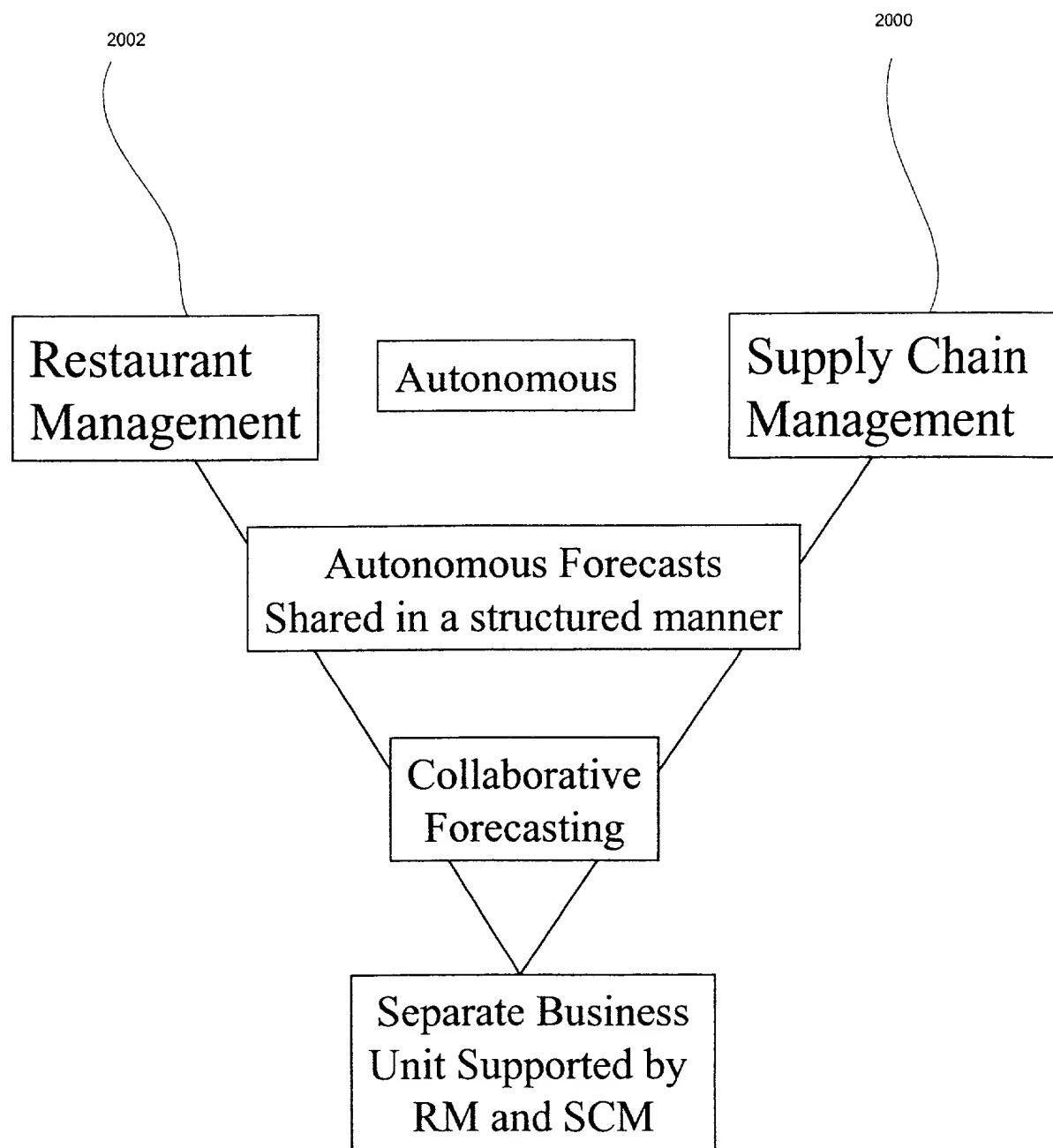
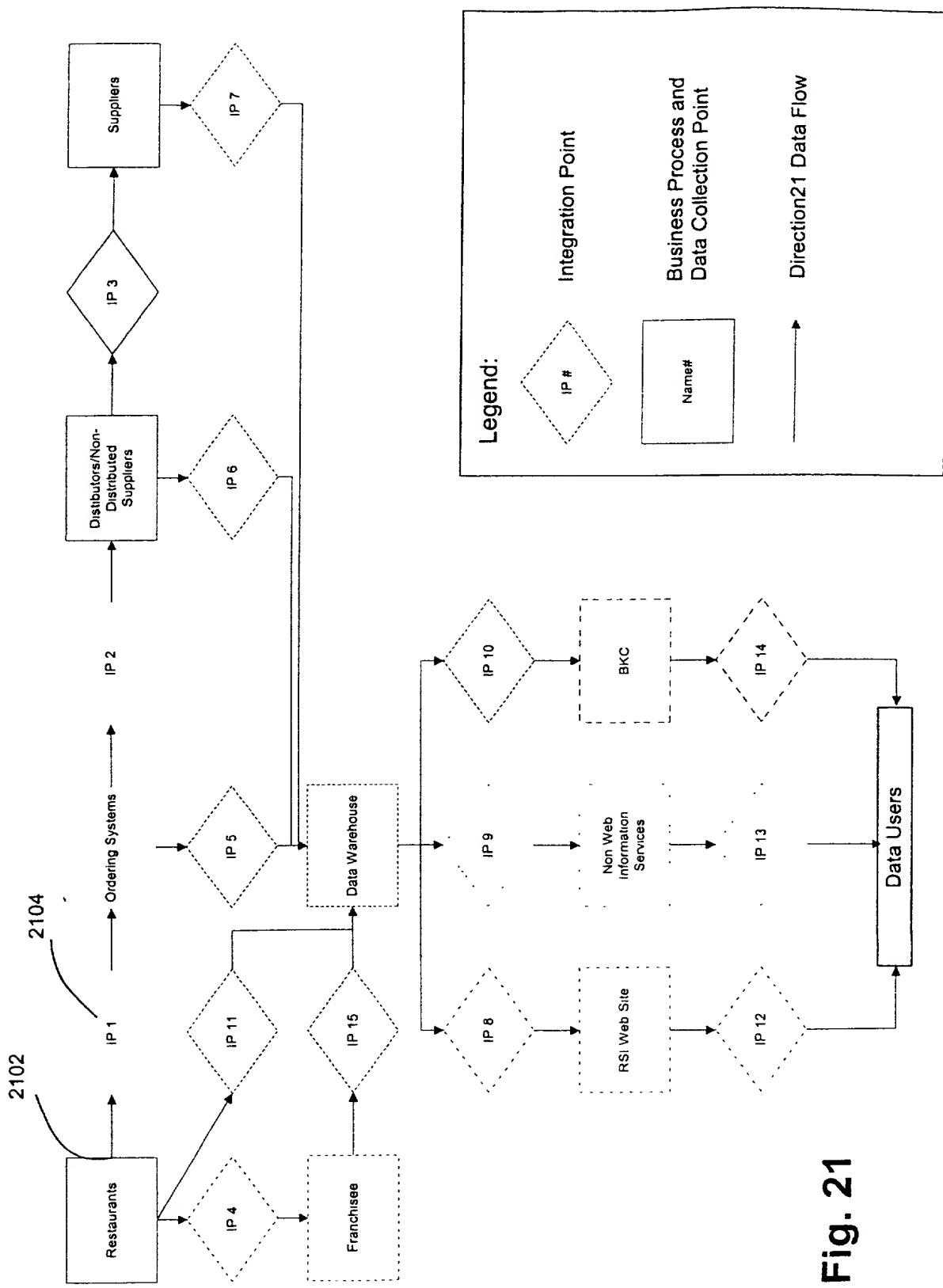


Fig. 20



**Fig. 21**

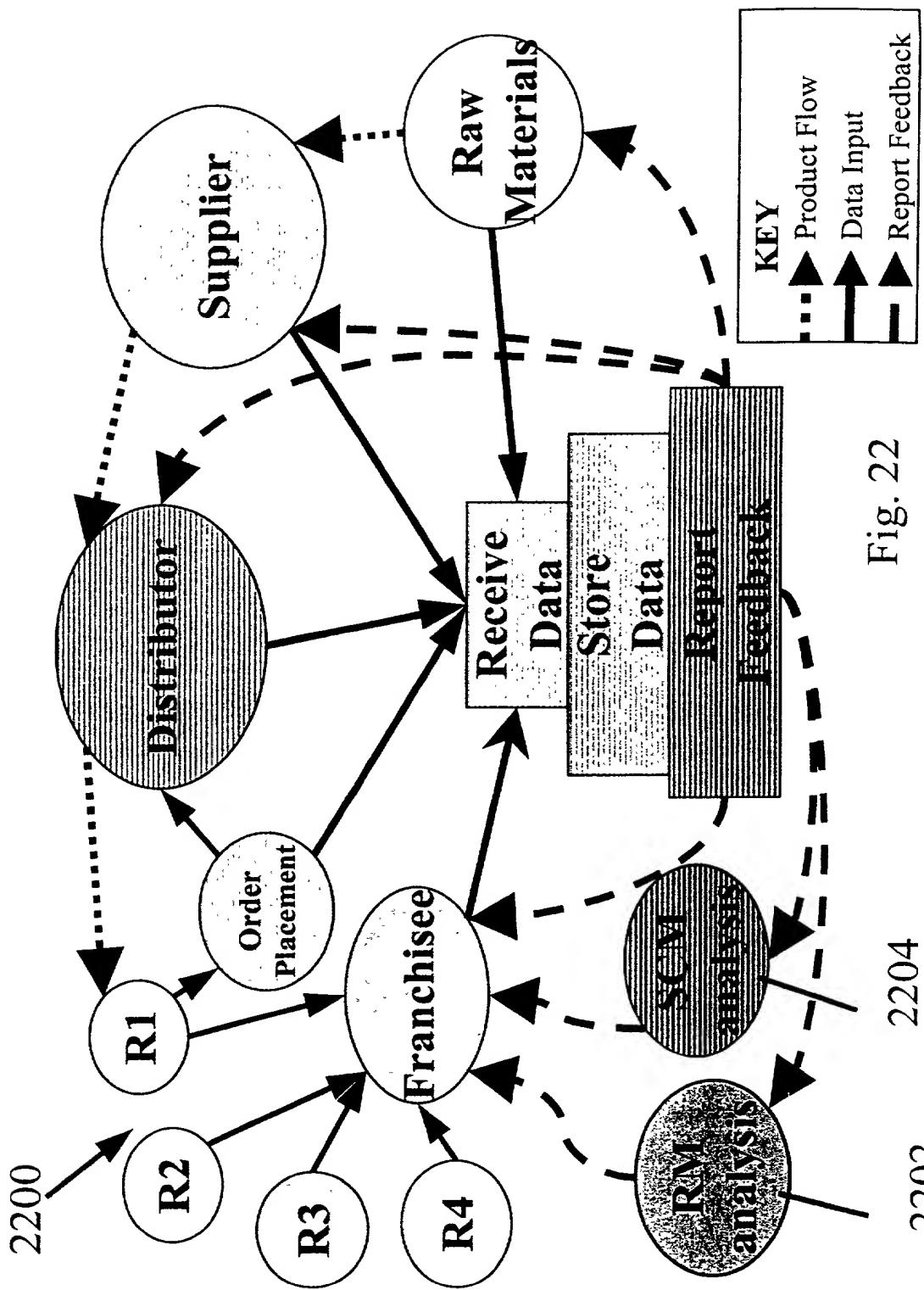
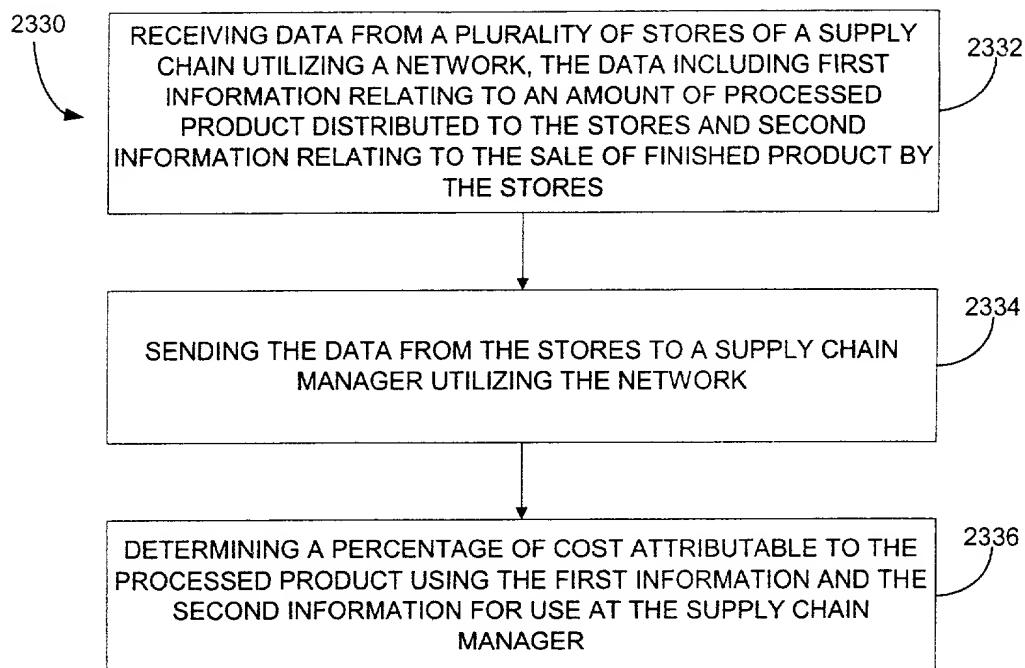


Fig. 22

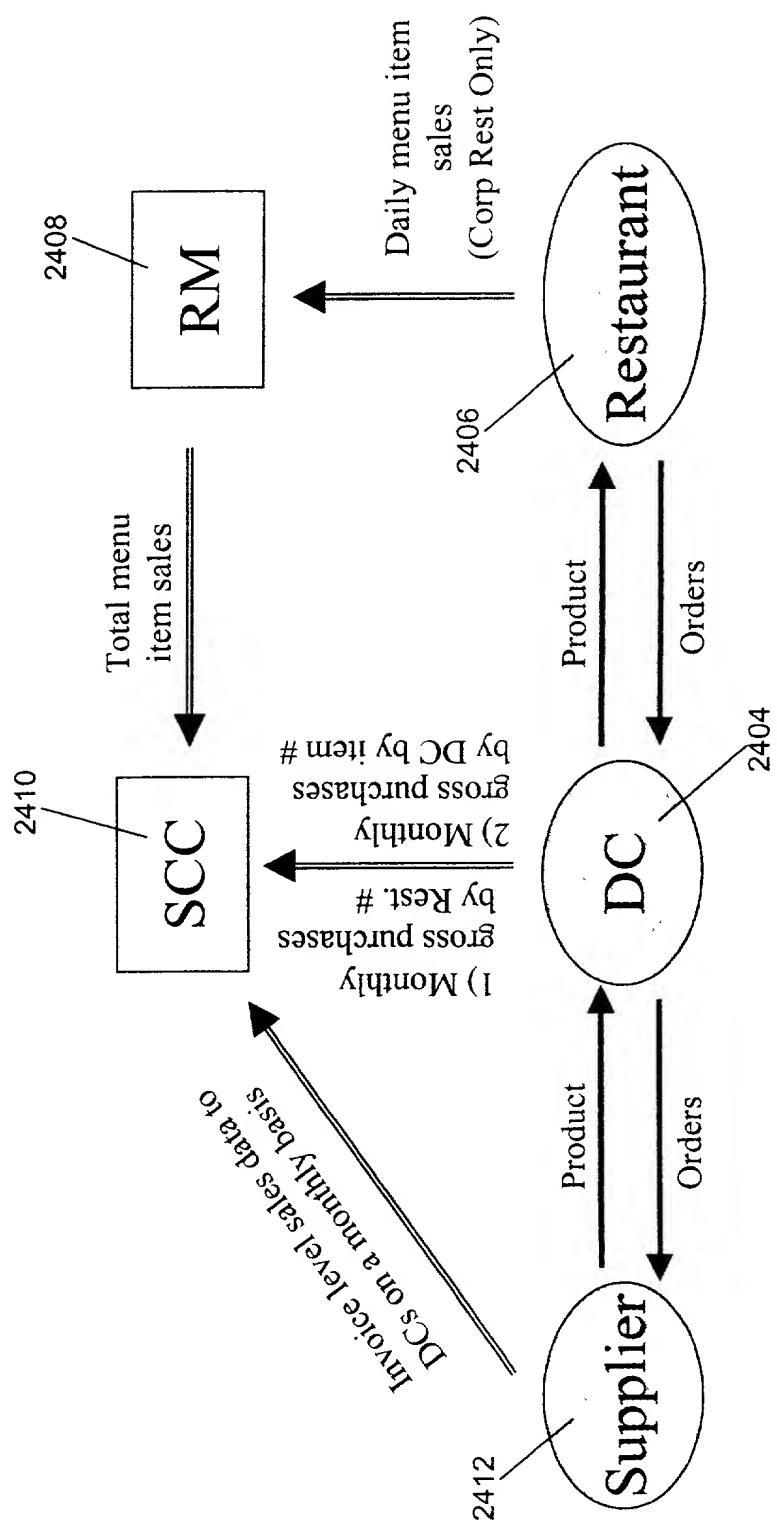
2204

2202

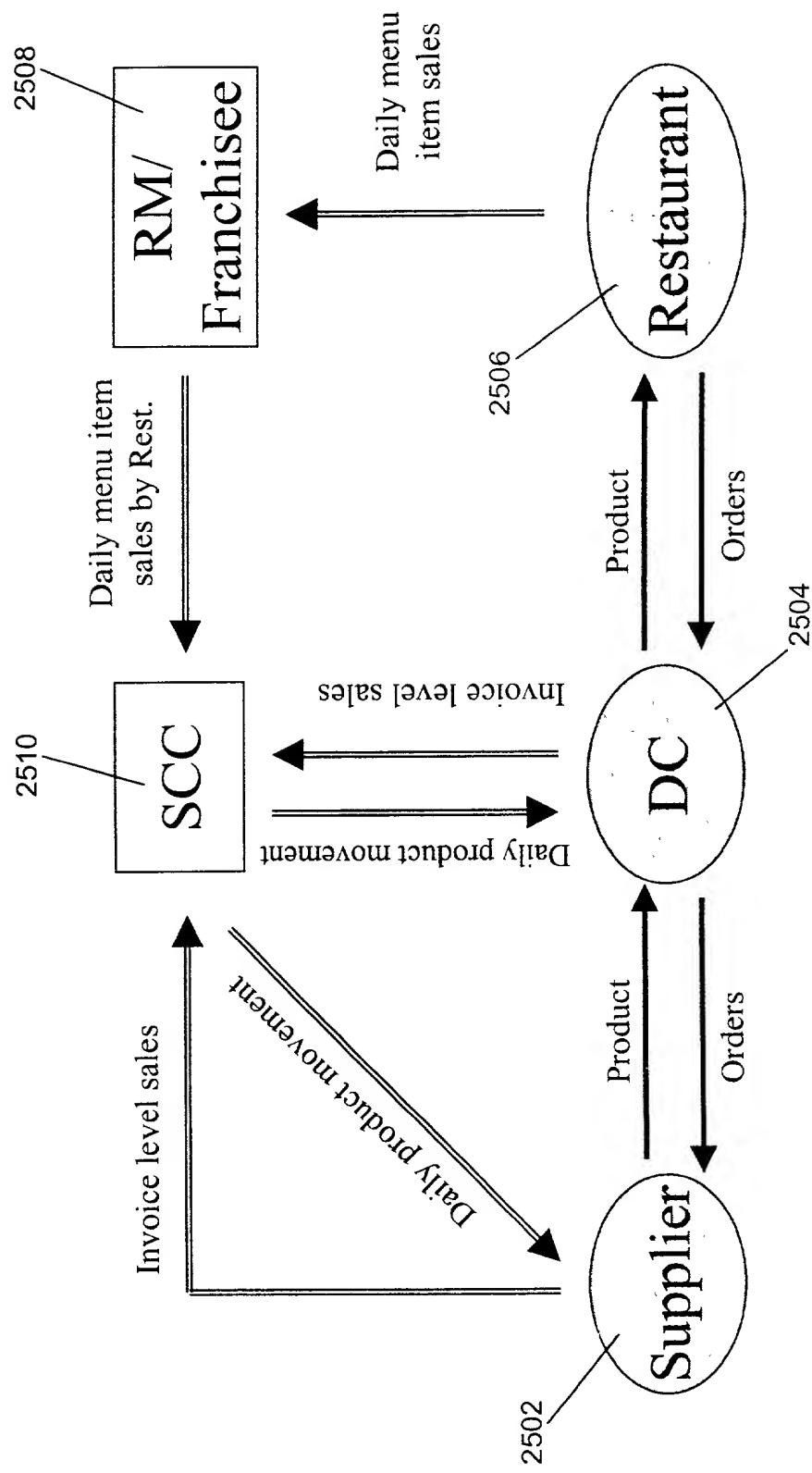


**FIG. 23**

**FIG. 24**



**FIG. 25**



**FIG. 26**

| Sales Forecast Worksheet - System                |         |       |      |      |      |          |       |       |       |       |       |       |       |       |      |       |
|--|---------|-------|------|------|------|----------|-------|-------|-------|-------|-------|-------|-------|-------|------|-------|
| Week   | Historv |       |      |      |      | Forecast |       |       |       |       |       |       |       |       |      |       |
|  | Q1      | Q2    | W-6  | W-5  | W-4  | W-3      | W-2   | W-1   | W+1   | W+2   | W+3   | W+4   | W+5   | W+6   | Q3   | Q4    |
| <b>GRPs</b>                                      |         |       |      |      |      |          |       |       |       |       | 2604  |       |       |       |      |       |
| Ntn'l Marketing Theme                            |         |       |      |      |      |          |       |       |       |       |       |       |       |       |      |       |
| Advertising Score                                |         |       |      |      |      |          |       |       |       |       |       |       |       |       |      |       |
| Local Considerations                             |         |       |      |      |      |          |       |       |       |       |       |       |       |       |      |       |
| Competition Index                                |         |       |      |      |      |          |       |       |       |       |       |       |       |       |      |       |
| Weather Index                                    |         |       |      |      |      |          |       |       |       |       |       |       |       |       |      |       |
| Seasonality Index                                |         |       |      |      |      |          |       |       |       |       |       |       |       |       |      |       |
| <b>Sales History/Forecast Total (\$/store)</b>   |         |       |      |      |      |          |       |       |       |       |       |       |       |       |      |       |
| Key Products by Menu Item (units/day/store)      |         |       |      |      |      |          |       |       |       |       |       |       |       |       |      |       |
| WHOOPERS   | 437     | 327   | 203  | 207  | 193  | 234      | 297   | 282   | 300   | 344   | 358   | 394   | 413   | 409   | 284  | 327   |
| WHOOPERS W/CHEESE                                | 208     | 172   | 143  | 140  | 135  | 155      | 196   | 172   | 163   | 172   | 179   | 196   | 206   | 204   | 143  | 164   |
| YVM WHOPPERS                                     | 805     | 723   | 701  | 692  | 623  | 760      | 921   | 829   | 900   | 943   | 829   | 912   | 958   | 948   | 707  | 813   |
| etc.....   |         |       |      |      |      |          |       |       |       |       |       |       |       |       |      |       |
| Key Products by Inventory Item (cases/day/store) |         |       |      |      |      |          |       |       |       |       |       |       |       |       |      |       |
| Beef-Whopper 4.0 oz                              | 10.1    | 8.5   | 7.3  | 7.2  | 6.6  | 8.0      | 9.8   | 8.9   | 9.5   | 10.1  | 9.5   | 10.4  | 11.0  | 10.8  | 7.9  | 9.1   |
| Cheese-American Sliced                           | 0.3     | 0.2   | 0.2  | 0.2  | 0.2  | 0.2      | 0.3   | 0.2   | 0.2   | 0.2   | 0.2   | 0.3   | 0.3   | 0.3   | 0.2  | 0.2   |
| Mayo-bulk  | 2.8     | 2.4   | 2.0  | 2.0  | 1.9  | 2.2      | 2.8   | 2.5   | 2.7   | 2.8   | 2.7   | 2.9   | 3.1   | 3.0   | 2.2  | 2.5   |
| Pickles - Pail                                   | 1.8     | 1.5   | 1.3  | 1.3  | 1.2  | 1.4      | 1.7   | 1.6   | 1.7   | 1.8   | 1.7   | 1.8   | 1.9   | 1.9   | 1.4  | 1.6   |
| Wrap Whopper                                     | 0.4     | 0.3   | 0.3  | 0.3  | 0.2  | 0.3      | 0.4   | 0.3   | 0.3   | 0.4   | 0.3   | 0.4   | 0.4   | 0.4   | 0.3  | 0.3   |
| Ketchup- Bulk                                    | 1.9     | 1.6   | 1.4  | 1.4  | 1.2  | 1.5      | 1.8   | 1.7   | 1.8   | 1.9   | 1.8   | 1.9   | 2.0   | 2.1   | 2.0  | 1.7   |
| Bun-Whopper 5" (dozen)                           | 120.8   | 101.8 | 87.3 | 86.6 | 79.3 | 95.8     | 117.8 | 106.9 | 113.6 | 121.6 | 113.8 | 125.2 | 131.4 | 130.1 | 94.5 | 108.7 |
| Lettuce - shredded                               | 3.4     | 2.9   | 2.5  | 2.4  | 2.2  | 2.7      | 3.3   | 3.0   | 3.2   | 3.4   | 3.2   | 3.5   | 3.7   | 3.7   | 2.7  | 3.1   |
| Tomatoes   | 4.5     | 3.8   | 3.3  | 3.2  | 3.0  | 3.6      | 4.4   | 4.0   | 4.3   | 4.6   | 4.3   | 4.7   | 4.9   | 4.9   | 3.5  | 4.1   |
| Onions - sliced                                  | 4.5     | 3.8   | 3.3  | 3.2  | 3.0  | 3.6      | 4.4   | 4.0   | 4.3   | 4.6   | 4.3   | 4.7   | 4.9   | 4.9   | 3.5  | 4.1   |
| etc...   |         |       |      |      |      |          |       |       |       |       |       |       |       |       |      |       |

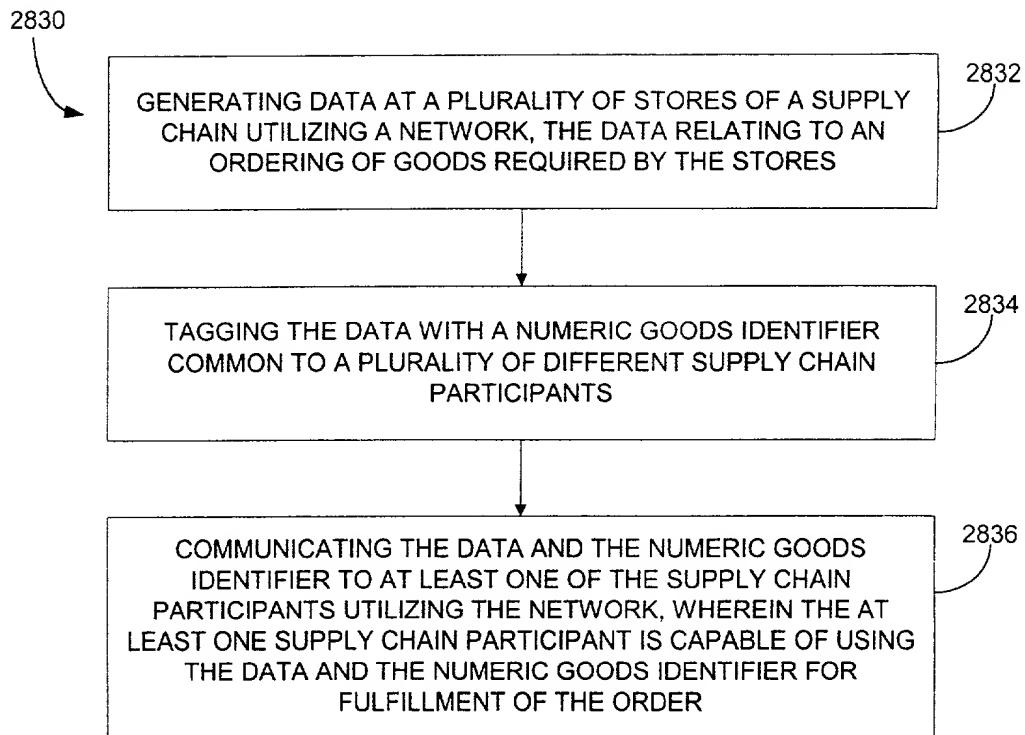
2600 → 2602 → 2604

**FIG. 27**

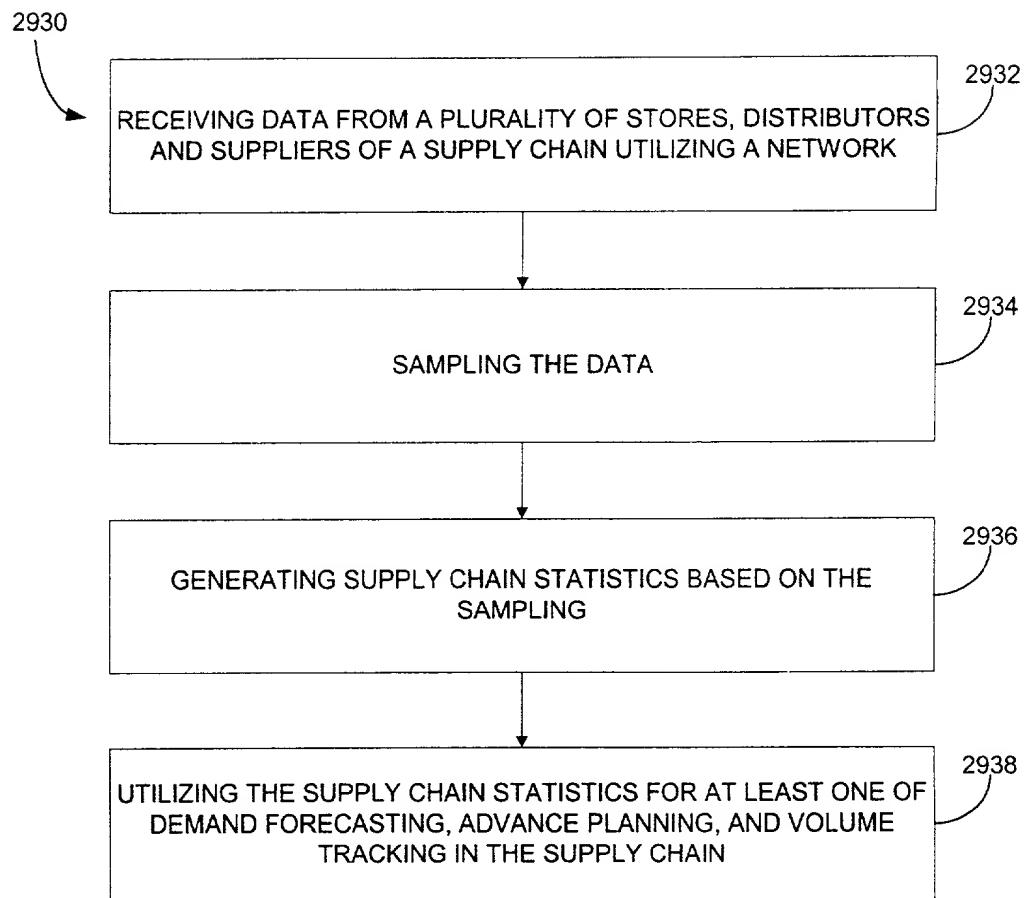
| Promotional Monitor - System & Regional   |                   |          |          |          |          |         |         |         |         |         |          |         |
|---|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|----------|---------|
| Category  | Segment           | Historic |          |          | Week #1  |         |         |         |         |         |          |         |
|   |                   | W-4      | W-3      | W-2      | W-1      | D+1     | D+2     | D+3     | D+4     | D+5     | D+7      | Total   |
|   |                   | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513  | \$4,200 |
| <b>Menu Item Sales for Key Products(units/restaurant/week)</b>                  |                   |          |          |          |          |         |         |         |         |         | \$26,250 |         |
| Whopper   | WHOPPERS          | 215      | 211      | 228      | 269      | 32      | 34      | 37      | 37      | 40      | 60       | 46      |
|   | WHOPPERS W/CHEESE | 146      | 142      | 148      | 162      | 18      | 20      | 21      | 21      | 23      | 35       | 26      |
|   | YWWM WHOPPERS     | 699      | 679      | 714      | 813      | 94      | 103     | 111     | 111     | 120     | 180      | 137     |
| Whopper Total   |                   | 1,060    | 1,032    | 1,090    | 1,244    | 144     | 157     | 170     | 170     | 183     | 275      | 209     |
| <i>Variance from Expected (Highlighted Areas are Outside of Expected Range)</i> |                   |          |          |          |          |         |         |         |         |         |          |         |
| Whopper   | WHOPPERS          | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%    | 3.0%    | 1.0%    | 4.0%    | 11.0%   | 16.0%    | 8.0%    |
|   | WHOPPERS W/CHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%    | 4.0%    | 1.0%    | 4.0%    | 13.0%   | 14.0%    | 9.0%    |
|   | YWWM WHOPPERS     | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%    | 3.0%    | 1.0%    | 5.0%    | 16.0%   | 19.0%    | 7.0%    |
| Whopper Total   |                   | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%    | 3.3%    | 1.0%    | 4.3%    | 13.3%   | 16.3%    | 8.0%    |
|   |                   |          |          |          |          |         |         |         |         |         | 6.9%     |         |

2700

2702

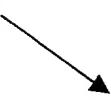


**FIG. 28**



**FIG. 29**

3000



|                      |                |
|----------------------|----------------|
| Distribution Center: | Alliant Topeka |
|----------------------|----------------|

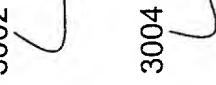
|                         |        |
|-------------------------|--------|
| Time Period (Month/Yr): | Jun-00 |
|-------------------------|--------|

#### Delivery Order Fill Rate

|                      |       |
|----------------------|-------|
| Total Cases Ordered: | 65712 |
|----------------------|-------|

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases:      | 154            | 68      | 62       | 284            |                             | 568              |
| Percent:    | 0.23%          | 0.10%   | 0.09%    | 0.43%          | 0.00%                       | 0.86%            |

3002



| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases:      | 990           | 70            |             | 1060             |
| Percent:    | 1.51%         | 0.11%         | 0.00%       | 1.61%            |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations:                | 568   | 0.86%   |
| Purchasing:                | 1060  | 1.61%   |
| Grand Total:               | 1628  | 2.48%   |

|                           |        |
|---------------------------|--------|
| Delivery Order Fill Rate: | 97.52% |
|---------------------------|--------|

#### On-Time Delivery Rate

|                          |       |
|--------------------------|-------|
| Total # of Deliveries:   | 1232  |
| # of On-Time Deliveries: |       |
| On-Time Delivery Rate:   | 0.00% |

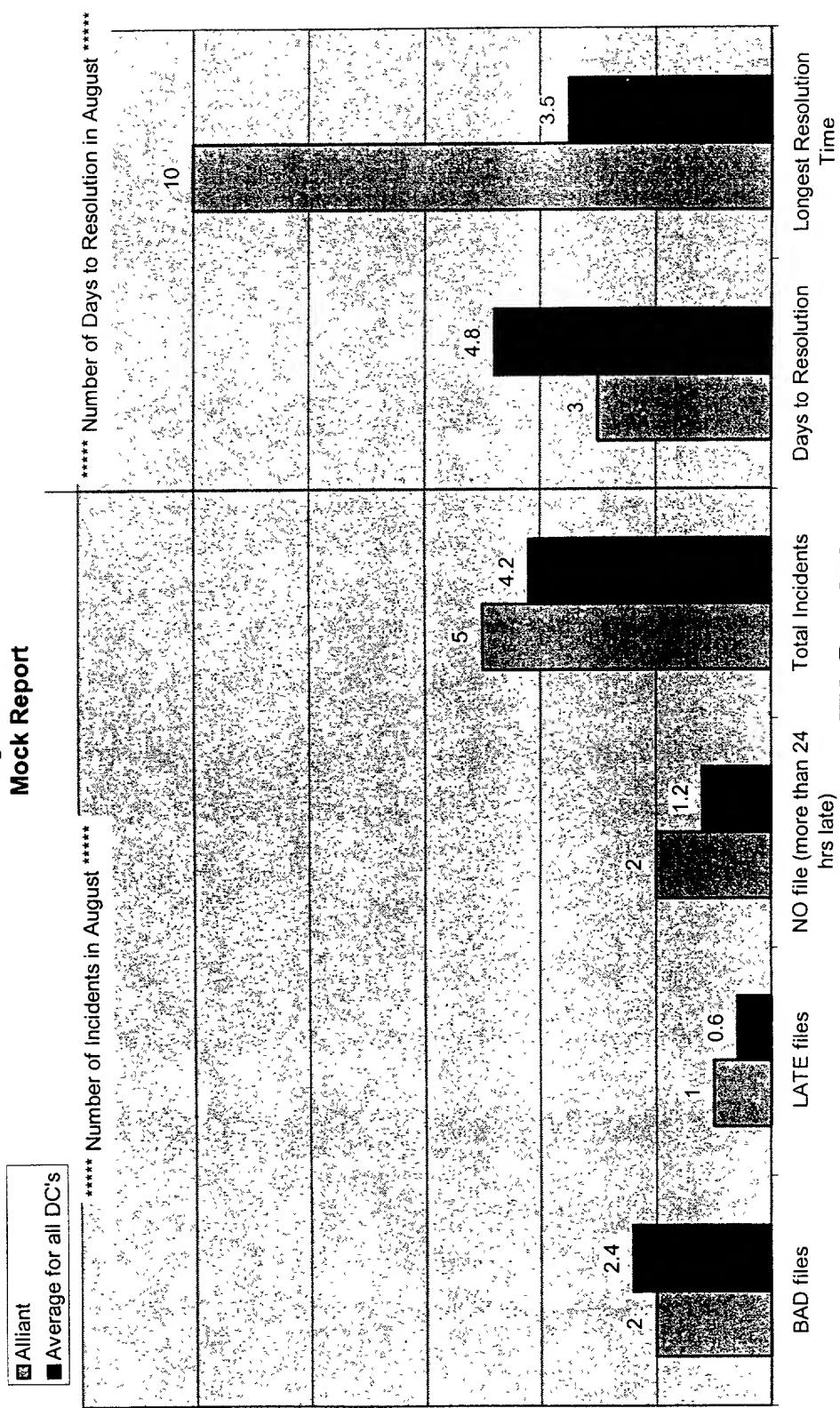
#### Perfect Order Rate

|                            |        |
|----------------------------|--------|
| Total # of Deliveries:     | 1232   |
| Total # of Perfect Orders: | 725    |
| Perfect Order Rate:        | 58.85% |

**FIG. 30**

3100

**Alliant - Monthly DC Data Feed Performance**  
**August 2000**  
**Mock Report**



**FIG. 31**



## Service Level Reporting

### August

3200

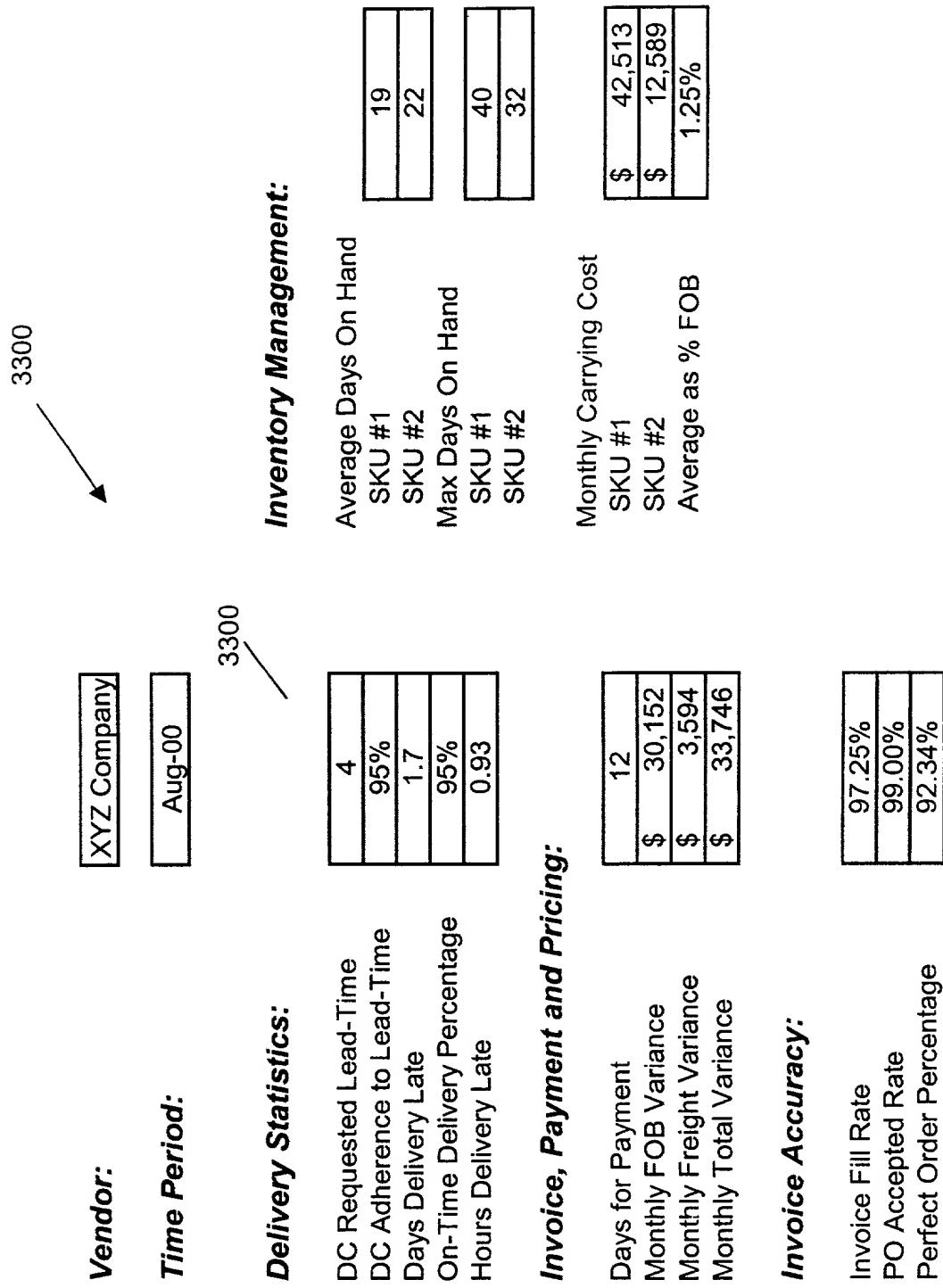
|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah        | 99.14%    | 99.22%    | 99.22%        |
| Alliant-Topeka         | 99.05%    | 99.05%    | 99.05%        |
| Alliant Wixom          | 99.34%    | 99.34%    | 99.34%        |
| King-Atlanta           | 78.70%    | 78.70%    | 78.70%        |
| King-Jacksonville      |           |           |               |
| King-Louisville        |           |           |               |
| Maines 29_Conklin      | 99.41%    | 99.41%    | 99.41%        |
| Maines 30_Cleveland    | 99.41%    | 99.41%    | 99.41%        |
| Maines Long Island     |           |           |               |
| Maines New England     | 99.13%    | 99.13%    | 99.13%        |
| MBM Fullerton          |           |           |               |
| MBM Lewisville         |           |           |               |
| MBM Orlando            |           |           |               |
| MBM Rocky Mount        | 99.13%    | 99.13%    | 99.13%        |
| McCabe's               |           |           |               |
| McLane Lubbock         | #DIV/0!   | #DIV/0!   | #DIV/0!       |
| Nicholas & Co.         |           |           |               |
| PFD Supply             | 99.16%    | 99.16%    | 99.16%        |
| PFG Victoria           | 99.42%    | 99.42%    | 99.42%        |
| PYAMonarch             |           |           |               |
| Reinhart-Cedar Rapids  | 99.20%    | 99.20%    | 99.20%        |
| Reinhart-Oak Creek     | 99.05%    | 99.05%    | 99.05%        |
| Reinhart-Rogers        | 99.31%    | 99.31%    | 99.31%        |
| Restaurants NW         | 99.03%    | 99.03%    | 99.03%        |
| Shamrock Commerce City |           |           |               |
| Shamrock Phoenix       | 98.81%    | 98.81%    | 98.81%        |
| Sygma Harrisburg       |           |           |               |
| Sygma Stockton         |           |           |               |
| Sysco                  |           |           |               |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50%    | 90.00%    | 78.00%        |
| RSI Min | 99.50%    | 90.00%    | 80.00%        |

|                     |
|---------------------|
| OK                  |
| Didn't meet RSI Min |
| Didn't meet BKC Min |

**FIG. 32**

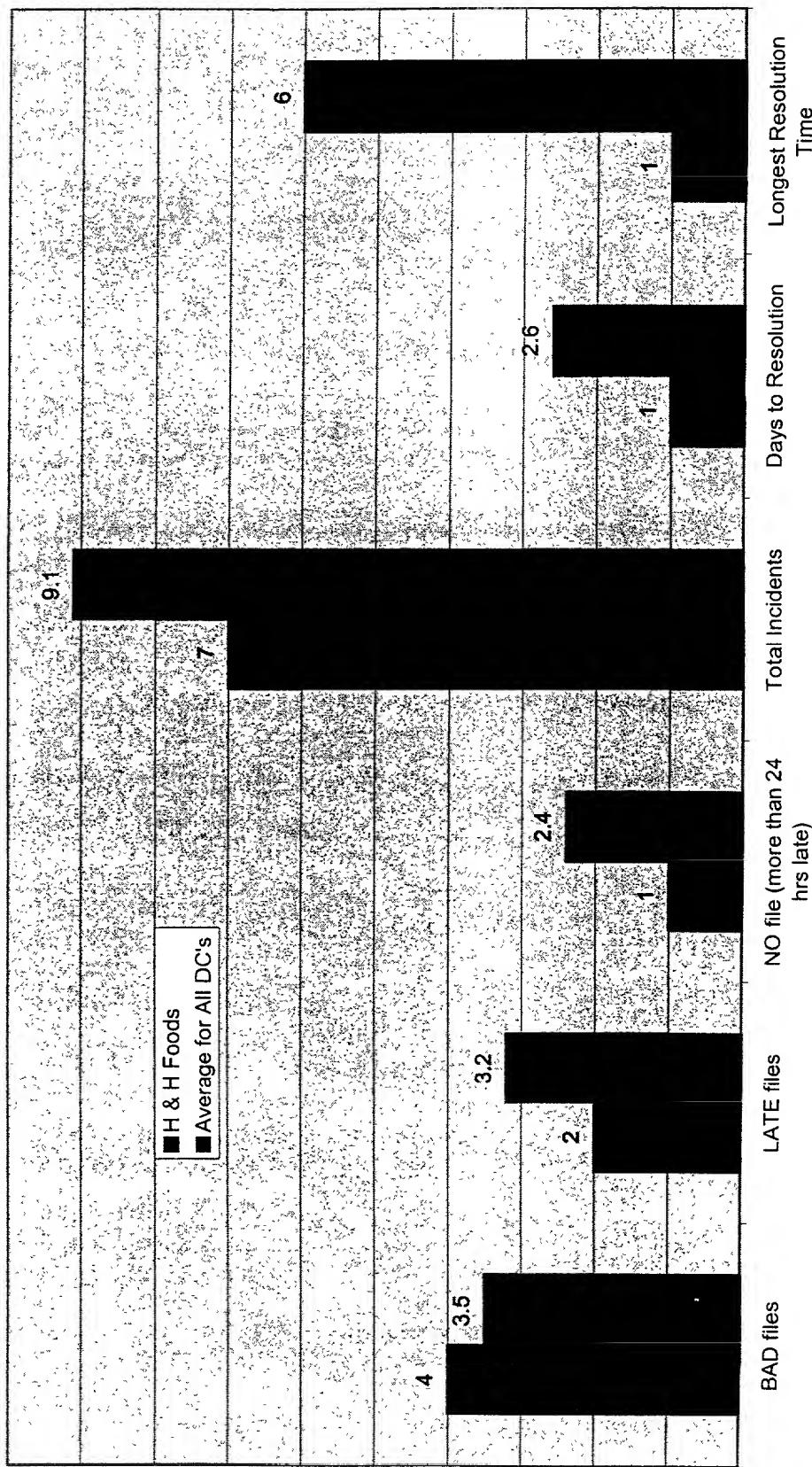
# FIG. 33



# FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400



**FIG. 35**



3500

**Service Level Reporting**  
**November - Mock Report**

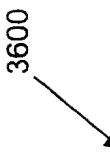
| Supplier                        | Monthly Total | Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------------------------------|---------------|------------|--------------------------|--------------------------------|
| GOODIES                         |               |            |                          |                                |
| COMARK INSTRUMENTS, INC.        |               |            |                          |                                |
| WHITEFORD FOODS, INC.           |               |            |                          |                                |
| LEPAGE BAKERY / COUNTRY KITCHEN |               |            |                          |                                |
| NCR SYSTEMEDIA                  |               |            |                          |                                |
| SIGNATURE MEATS GROUP           |               |            |                          |                                |
| SCHWEBEL'S BAKING CO            |               |            |                          |                                |
| MAUI CUP                        |               |            |                          |                                |
| MIRA PLASTICS                   |               |            |                          |                                |
| DIXIE PRODUCE & PACKAGING       |               |            |                          |                                |
| NOR-LAKE, INC.                  |               |            |                          |                                |
| FORT JAMES OPERATING COMPANY    |               |            |                          |                                |
| FRESH ADVANTAGE, KO             |               |            |                          |                                |
| SILVER KING MN. CORP            |               |            |                          |                                |
| TYSON FOODS                     |               |            |                          |                                |
| READY ACCESS                    |               |            |                          |                                |
| GEORGIA PACIFIC TISSUE          |               |            |                          |                                |
| COLUGHERTY PACKING              |               |            |                          |                                |
| BEVERAGE-AIR                    |               |            |                          |                                |
| COMPONENT HARDWARE GROUP, INC.  |               |            |                          |                                |
| COCA-COLA USA                   |               |            |                          |                                |
| TOASTMASTER                     |               |            |                          |                                |
| GRANT COUNTY FOODS              |               |            |                          |                                |
| FRESH EXPRESS                   |               |            |                          |                                |
| TAYLOR FARMS                    |               |            |                          |                                |
| MODULAR DISPENSING SYSTEM       |               |            |                          |                                |
| CENTURY PRODUCTS, LLO           |               |            |                          |                                |
| ROSE PACKING COMPANY            |               |            |                          |                                |

| Supplier | Monthly Total | Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|----------|---------------|------------|--------------------------|--------------------------------|
| RSI Min  | \$5,000.00    |            | 92.00%                   | 3.00%                          |

|                      |  |
|----------------------|--|
| OK                   |  |
| Didn't meet RSI Min. |  |

## Mock Report/1

3600

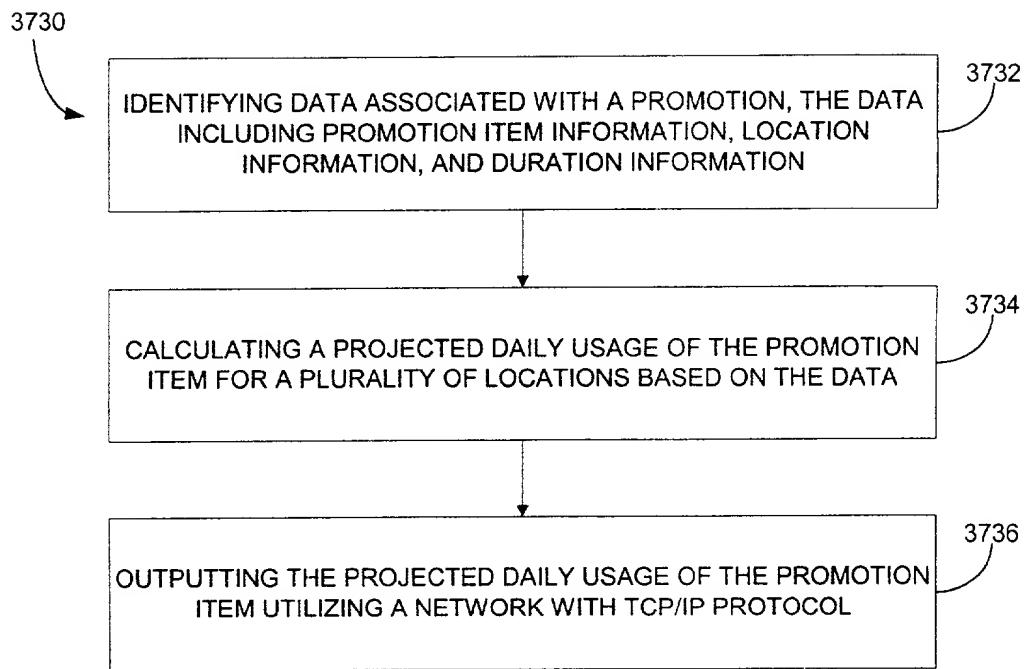


|  | FY-01      | Oct-00   | Nov-00   | Dec-00   | Jan-01   | Feb-01   | Mar-01   | Apr-01   | May-01   |
|--|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| <i>Food Cost Index</i>                         |            |          |          |          |          |          |          |          |          |
| Plan   | 99.75      | 99.69    | 99.20    | 98.63    | 100.33   | 100.49   | 101.12   | 100.44   | 99.92    |
| Actual   |            | 99.10    | 98.90    |          |          |          |          |          |          |
| Variance                                       |            | 0.59     | 0.30     |          |          |          |          |          |          |
| Good/(Bad)                                     |            |          |          |          |          |          |          |          |          |
| <i>Total Dollar Purchases (in Millions) /2</i> |            |          |          |          |          |          |          |          |          |
| Plan   | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual   |            | \$182.84 | \$182.08 |          |          |          |          |          |          |
| Variance                                       |            | \$1.14   | \$0.65   |          |          |          |          |          |          |
| Good/(Bad)                                     |            | 0.6%     | 0.4%     |          |          |          |          |          |          |

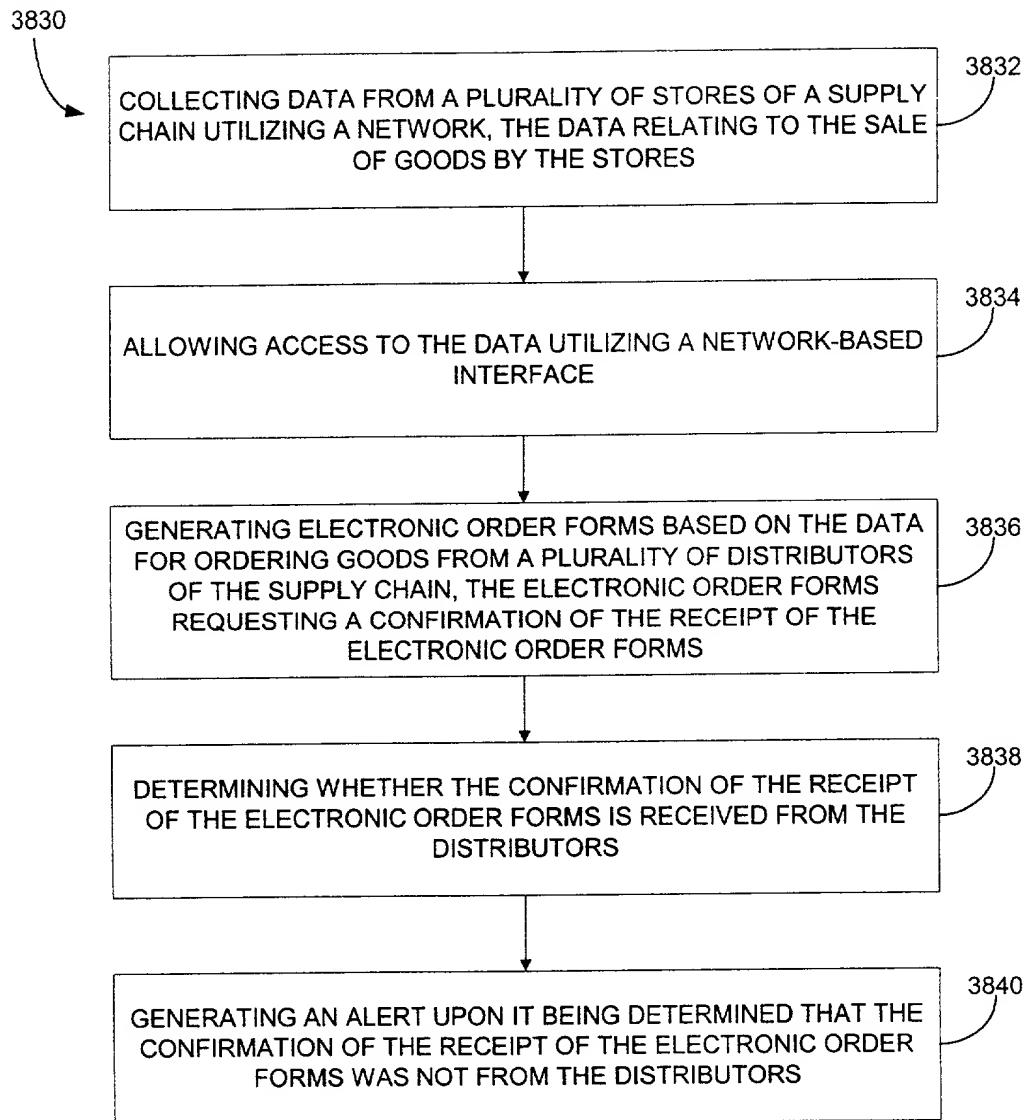
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

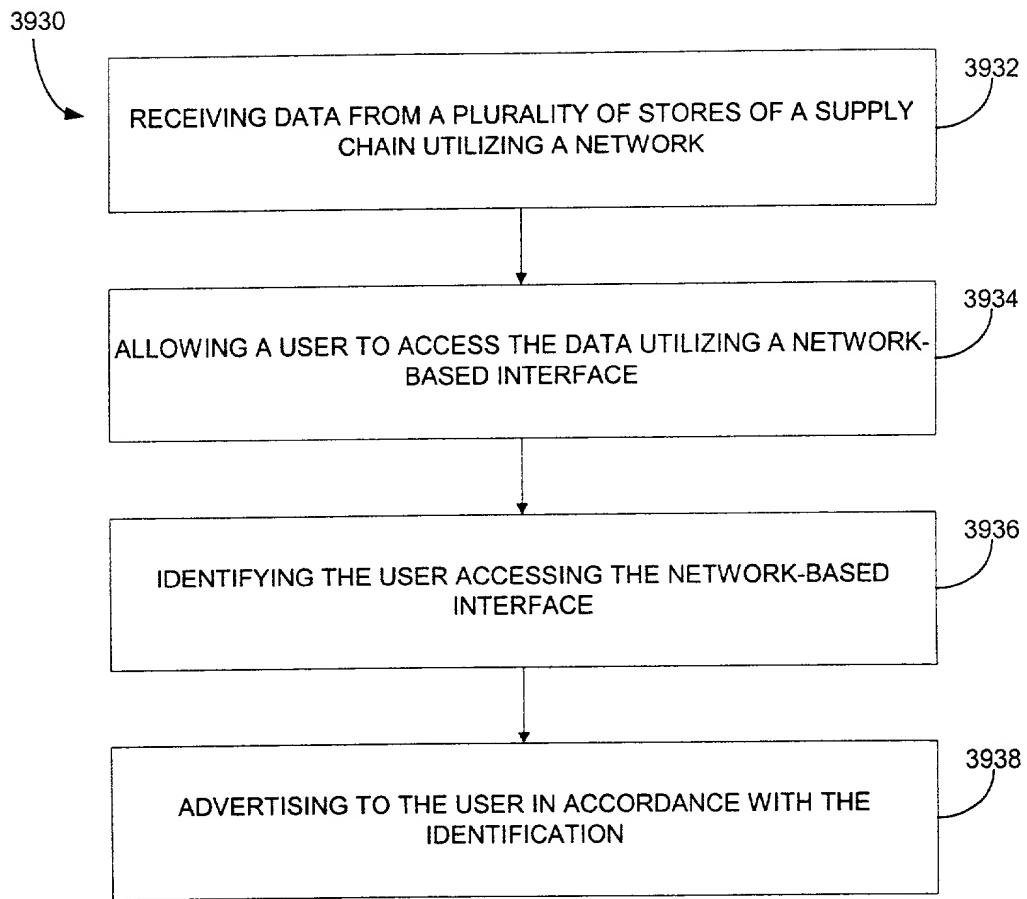
## FIG. 36



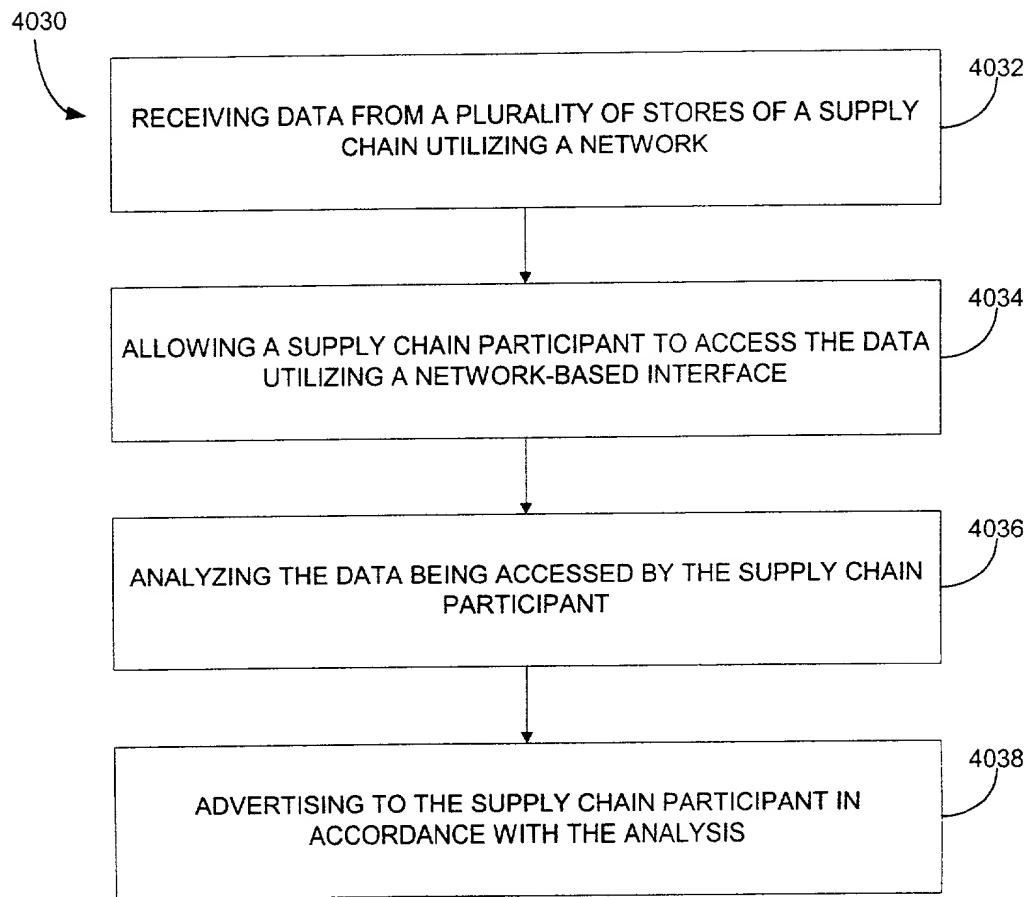
**FIG. 37**



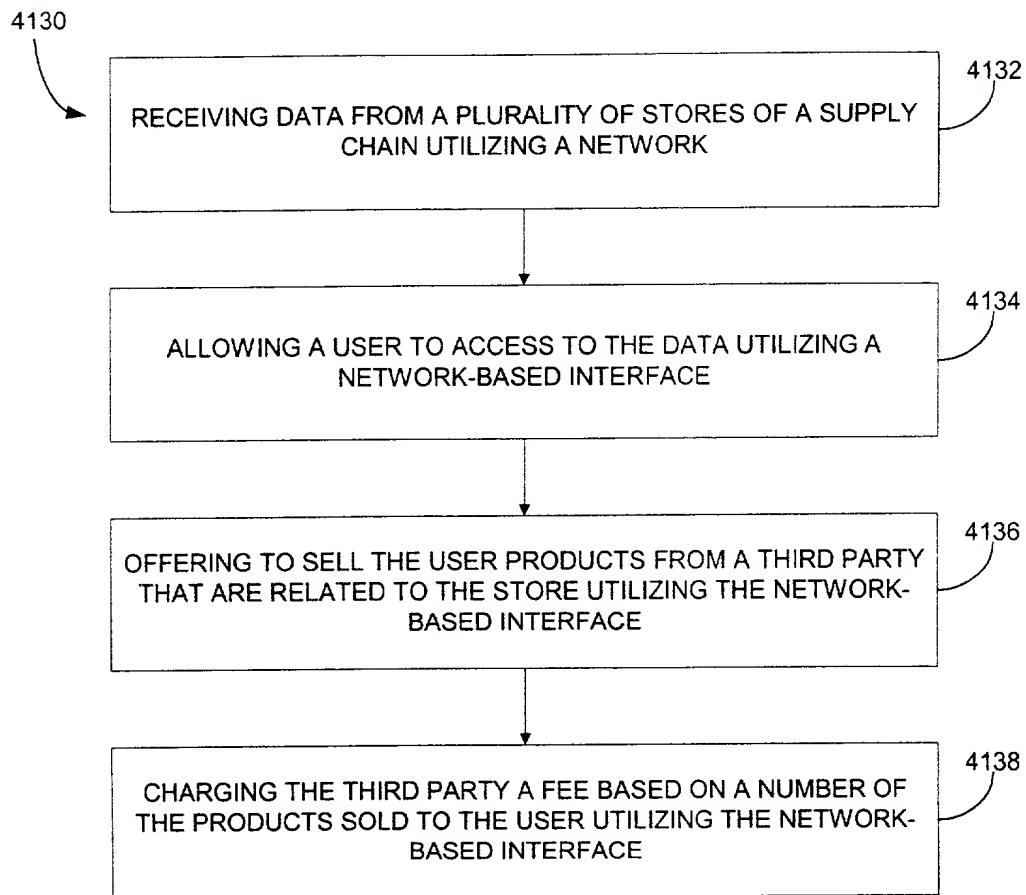
**FIG. 38**



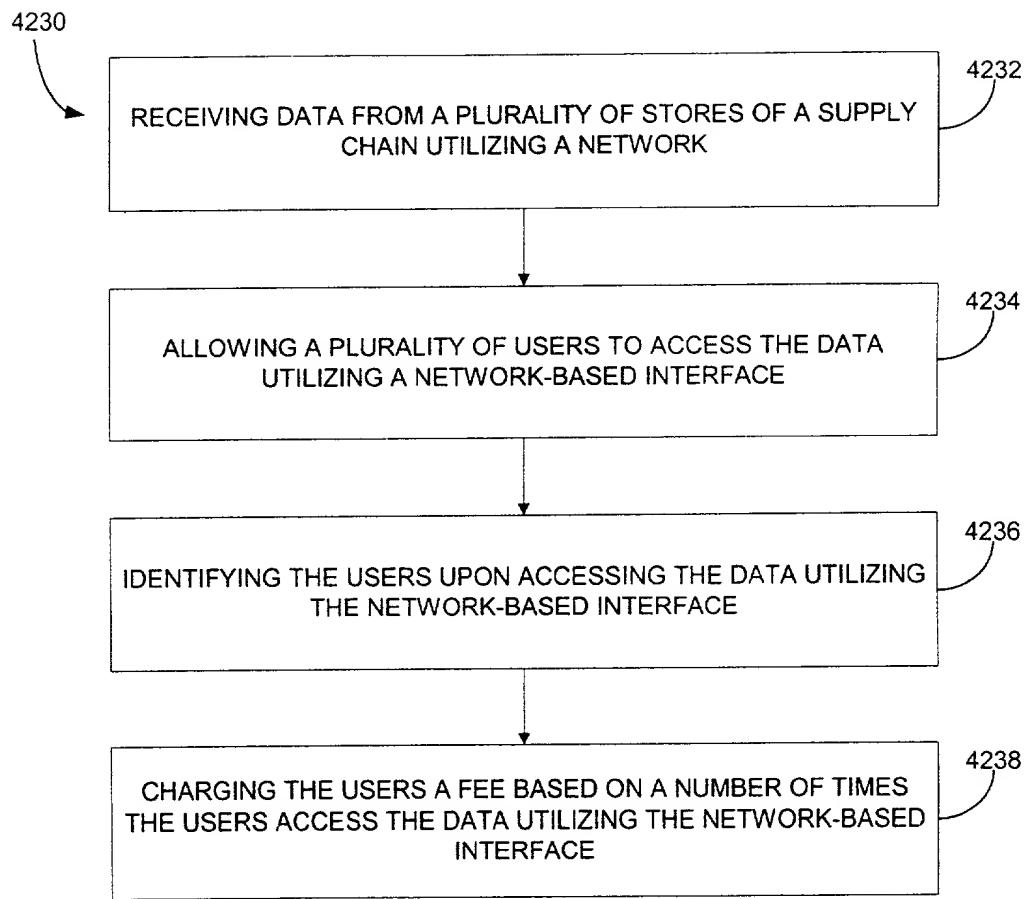
**FIG. 39**



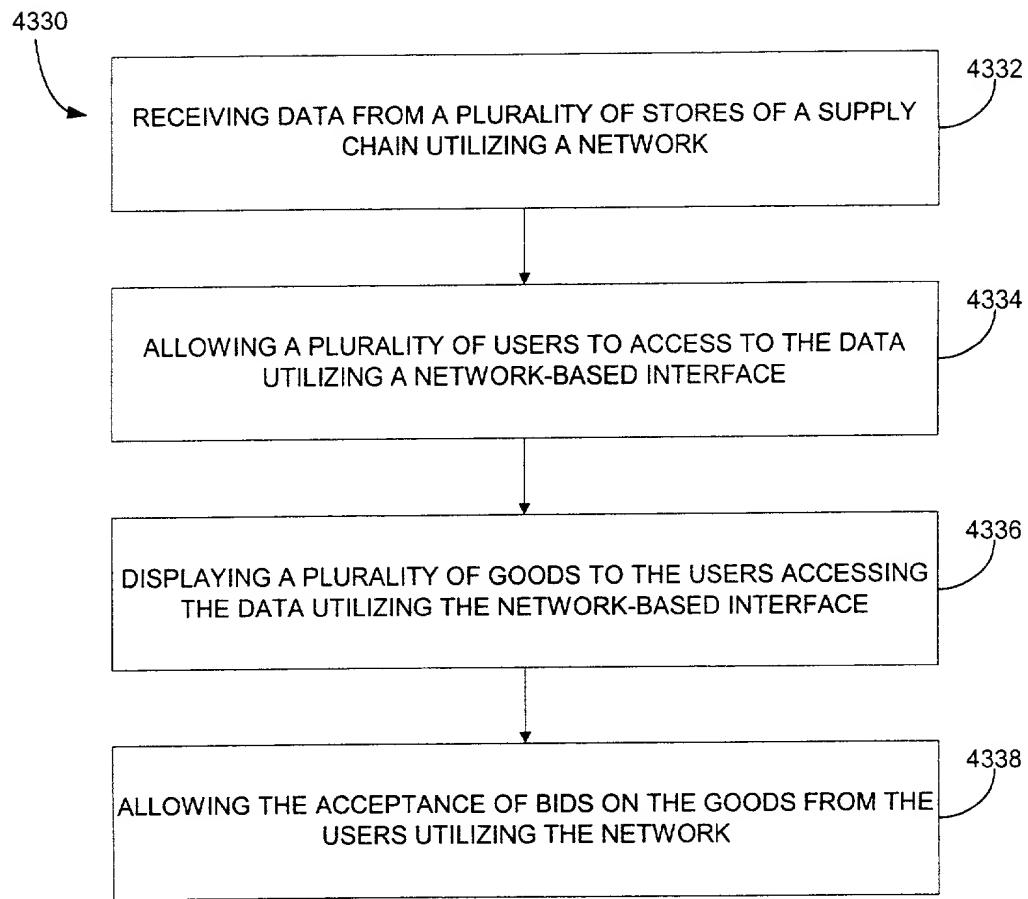
**FIG. 40**



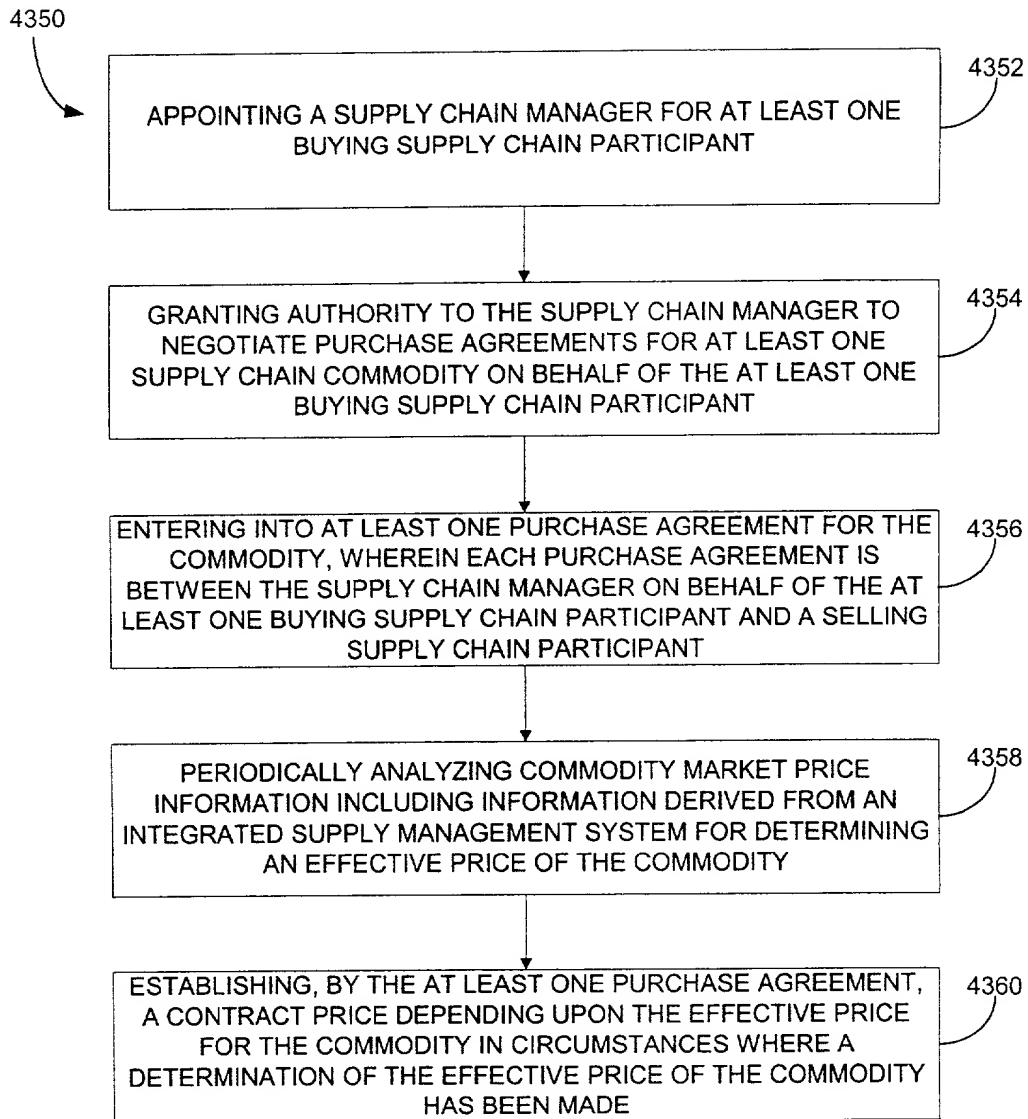
**FIG. 41**



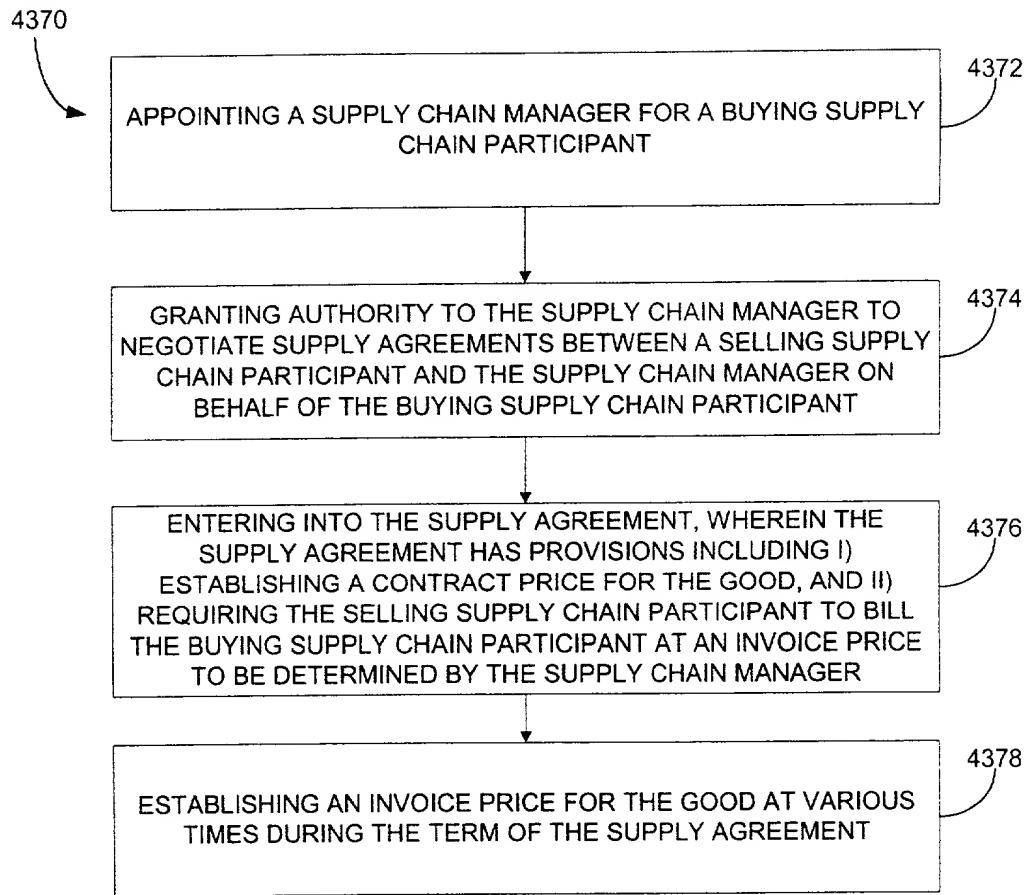
**FIG. 42**



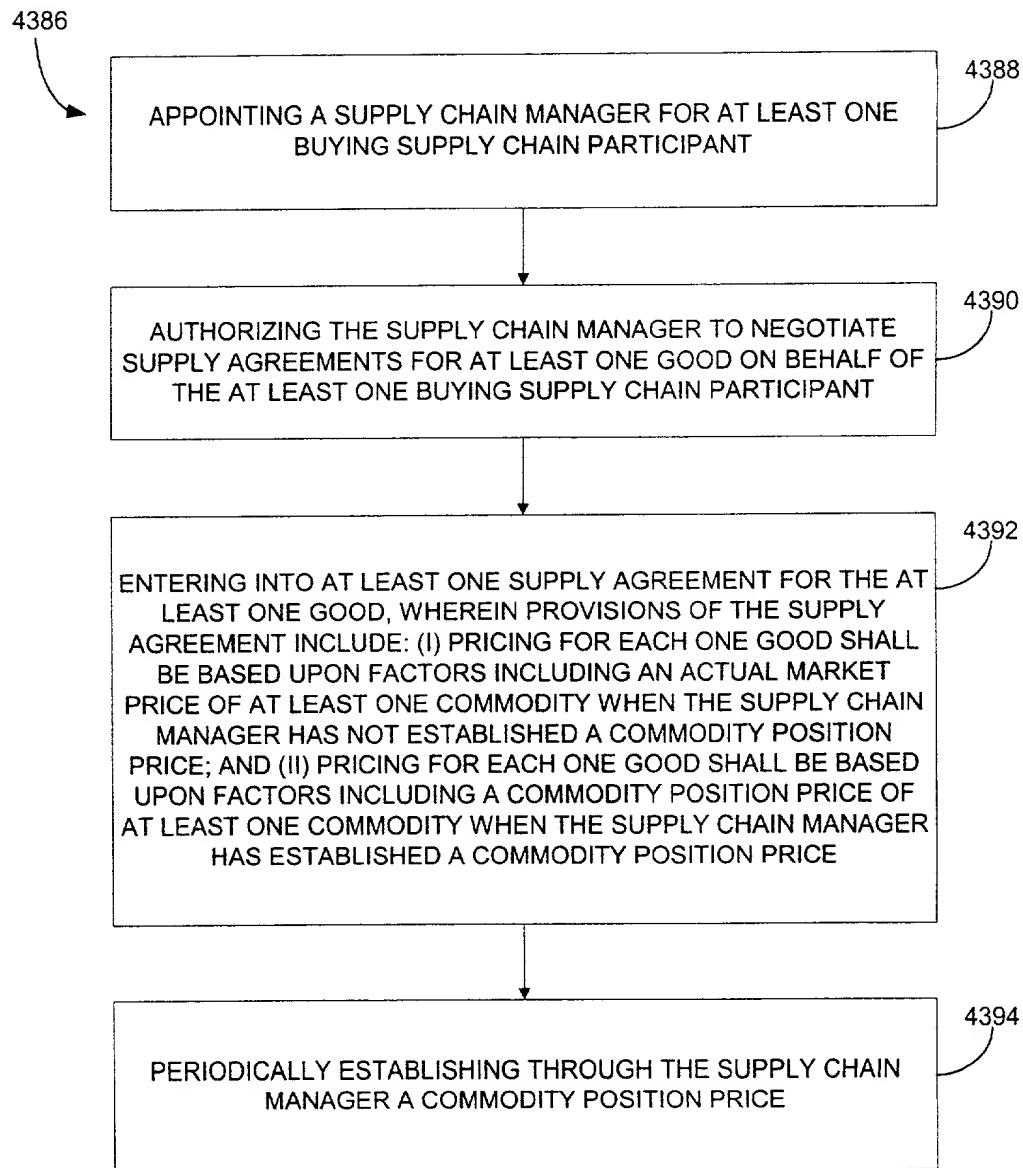
**FIG. 43A**



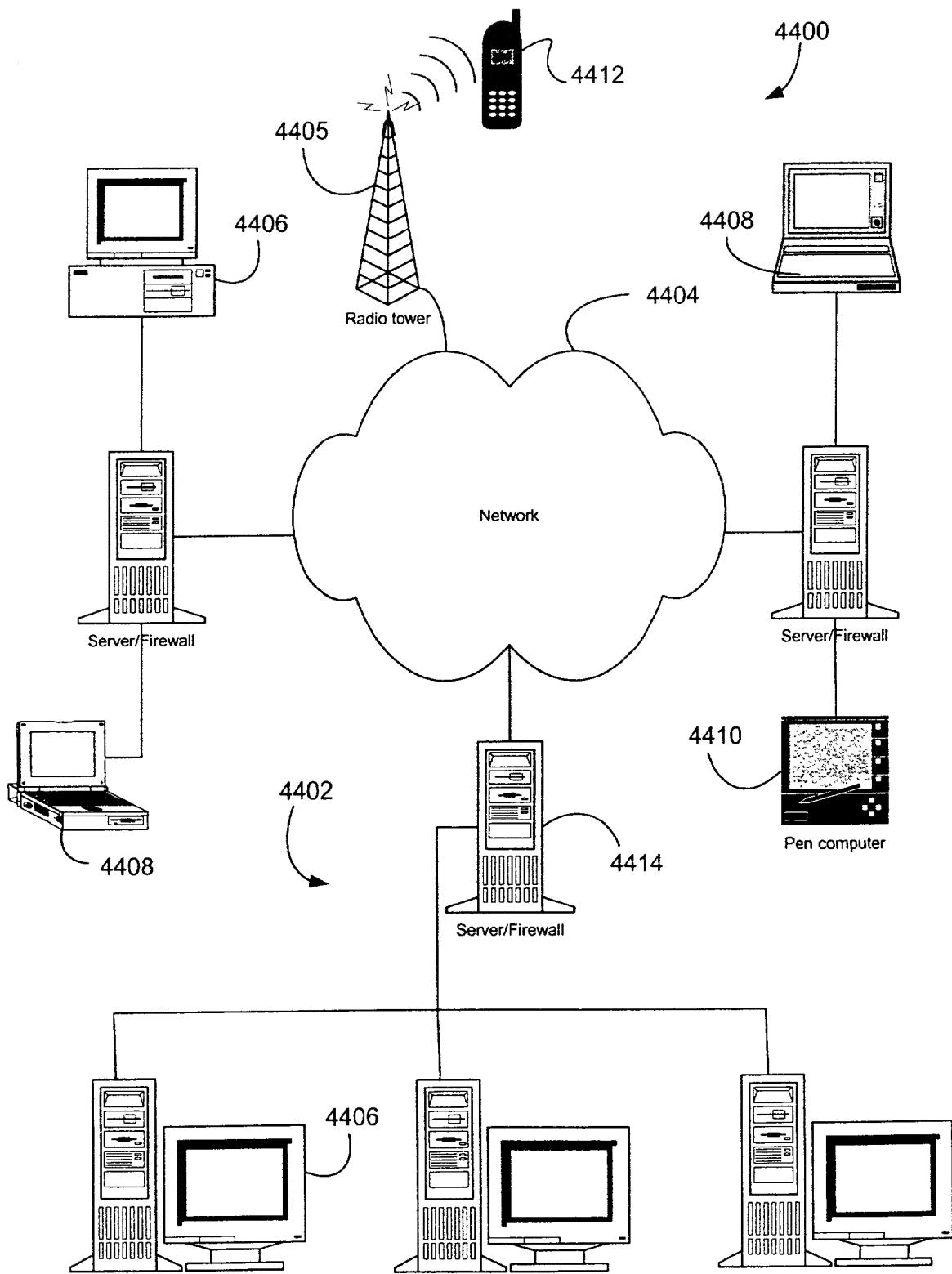
**FIG. 43B**



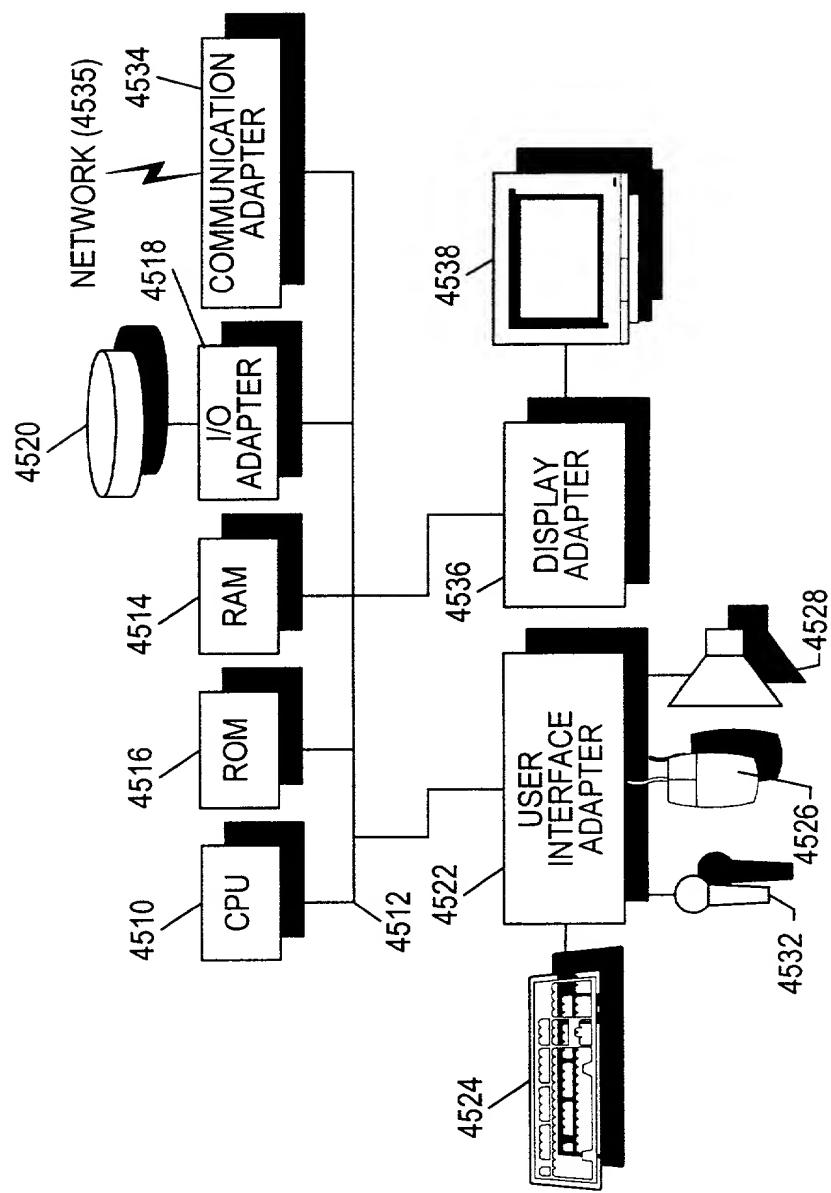
**FIG. 43C**



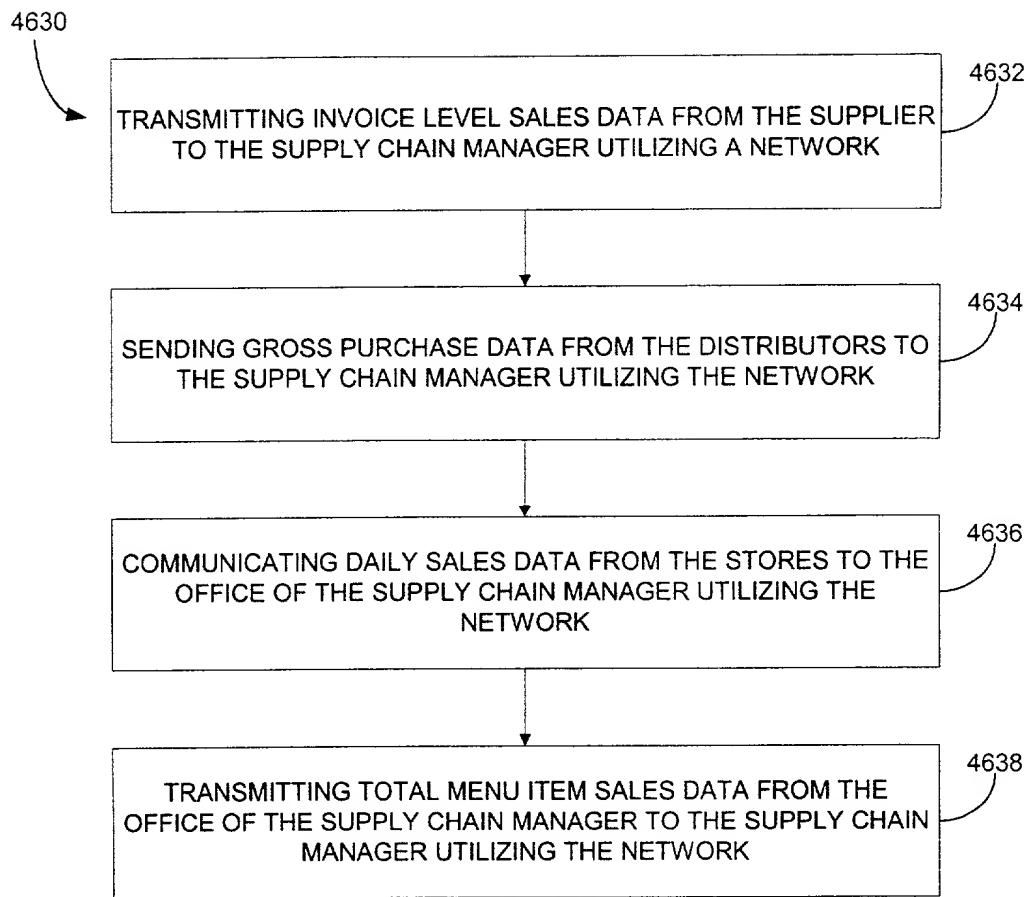
**FIG. 43D**



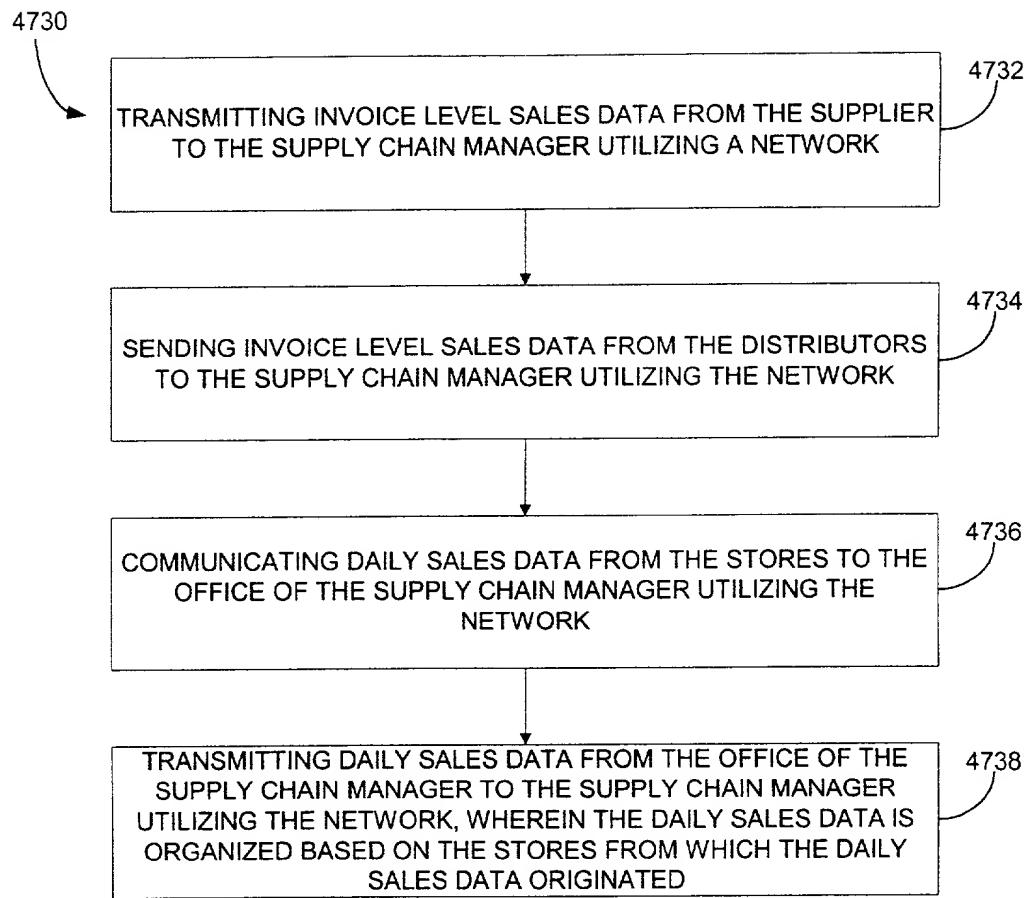
**FIG. 44**



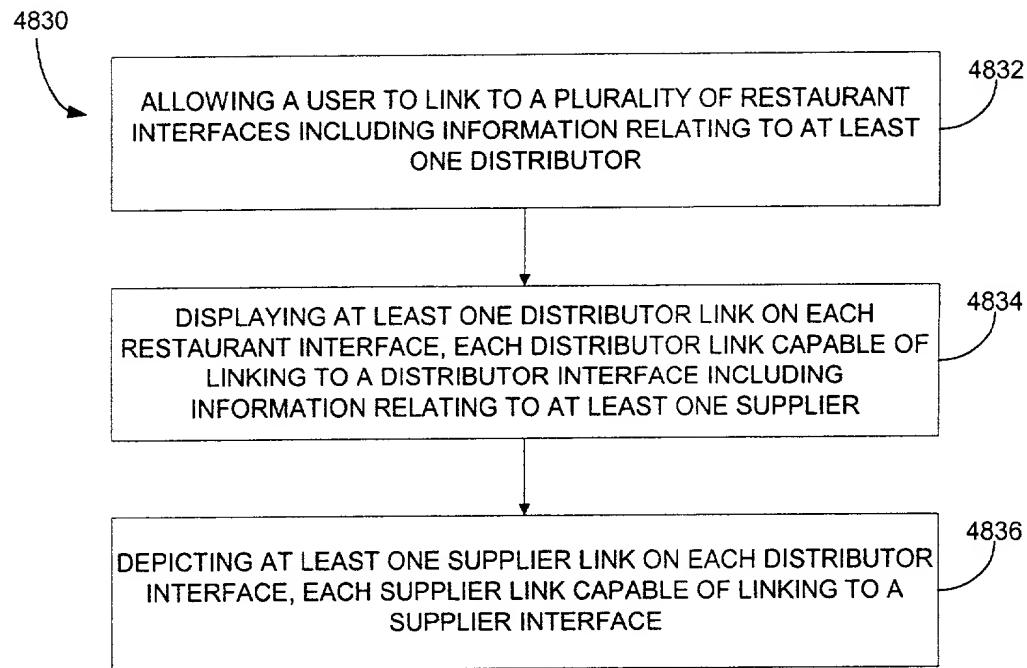
**FIG. 45**



**FIG. 46**



**FIG. 47**



**FIG. 48**

Address: <http://www.rsiweb.com/home/index.asp>

RSI

**Restaurant Services, Inc.**

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name:  Franchisee  Password:

Enter Site

4902      4904      4900

**About RSI**

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, "fix-it-in-a-trip" and related services on behalf of more than 8,300 restaurants.

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4900

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**FIG. 49**

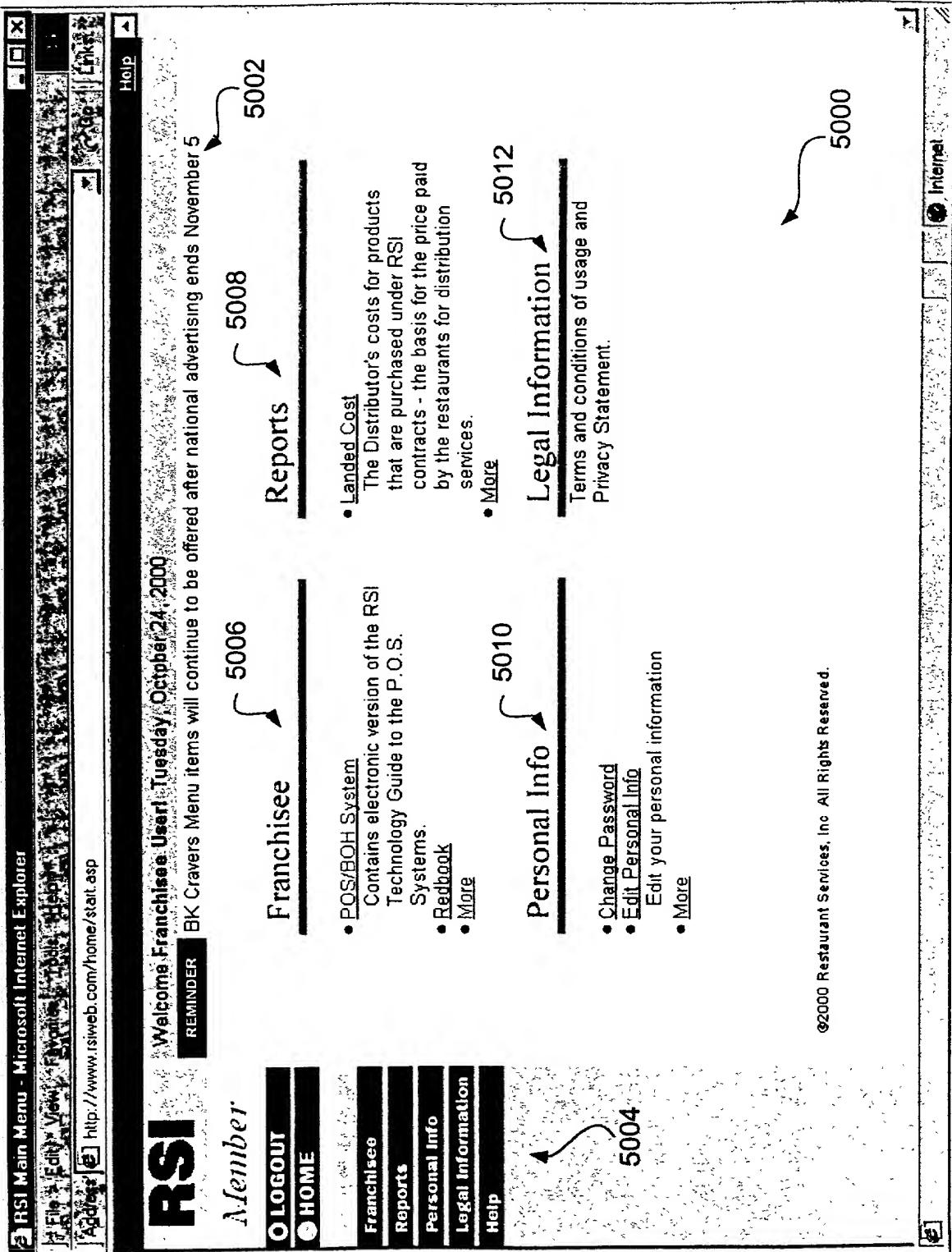
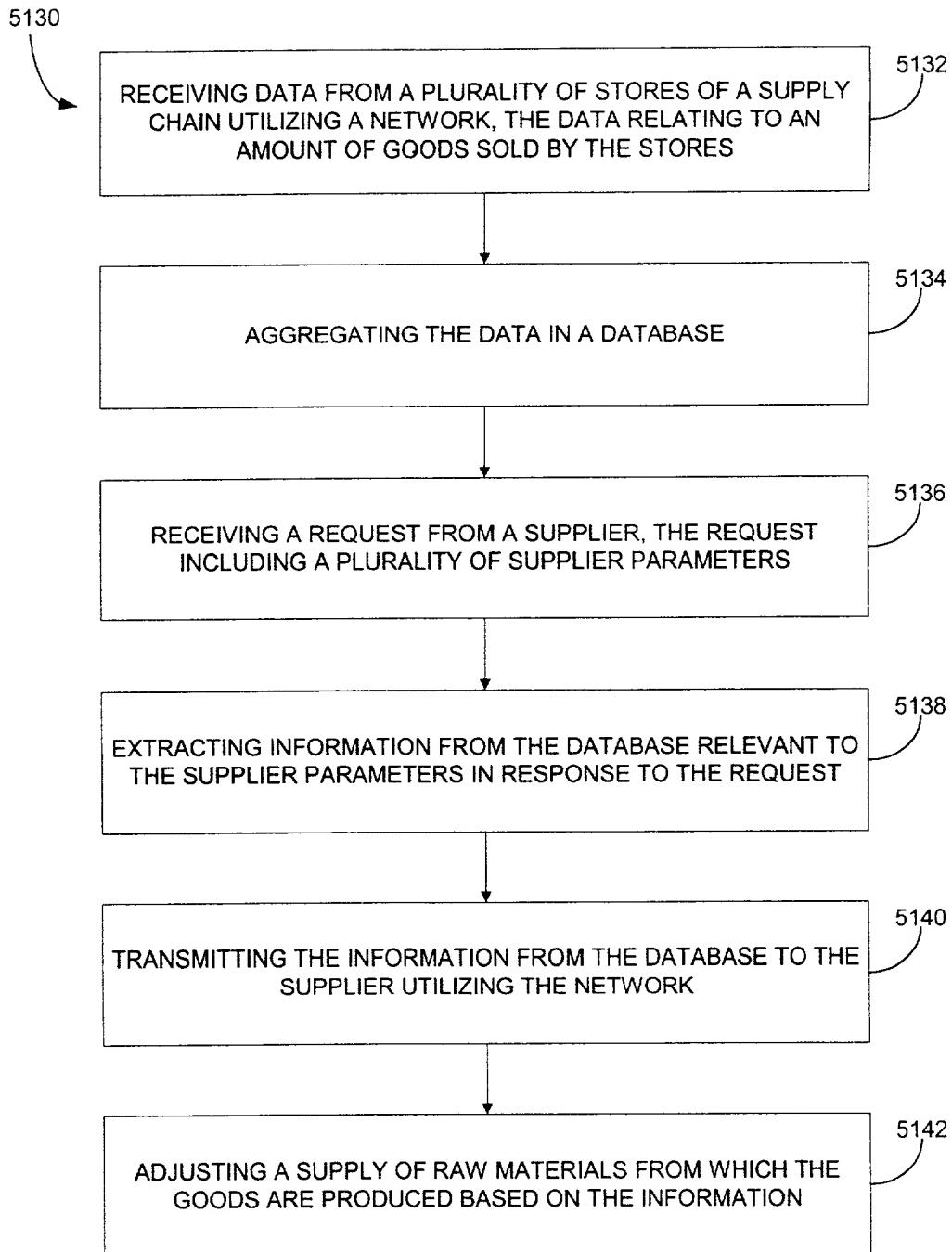
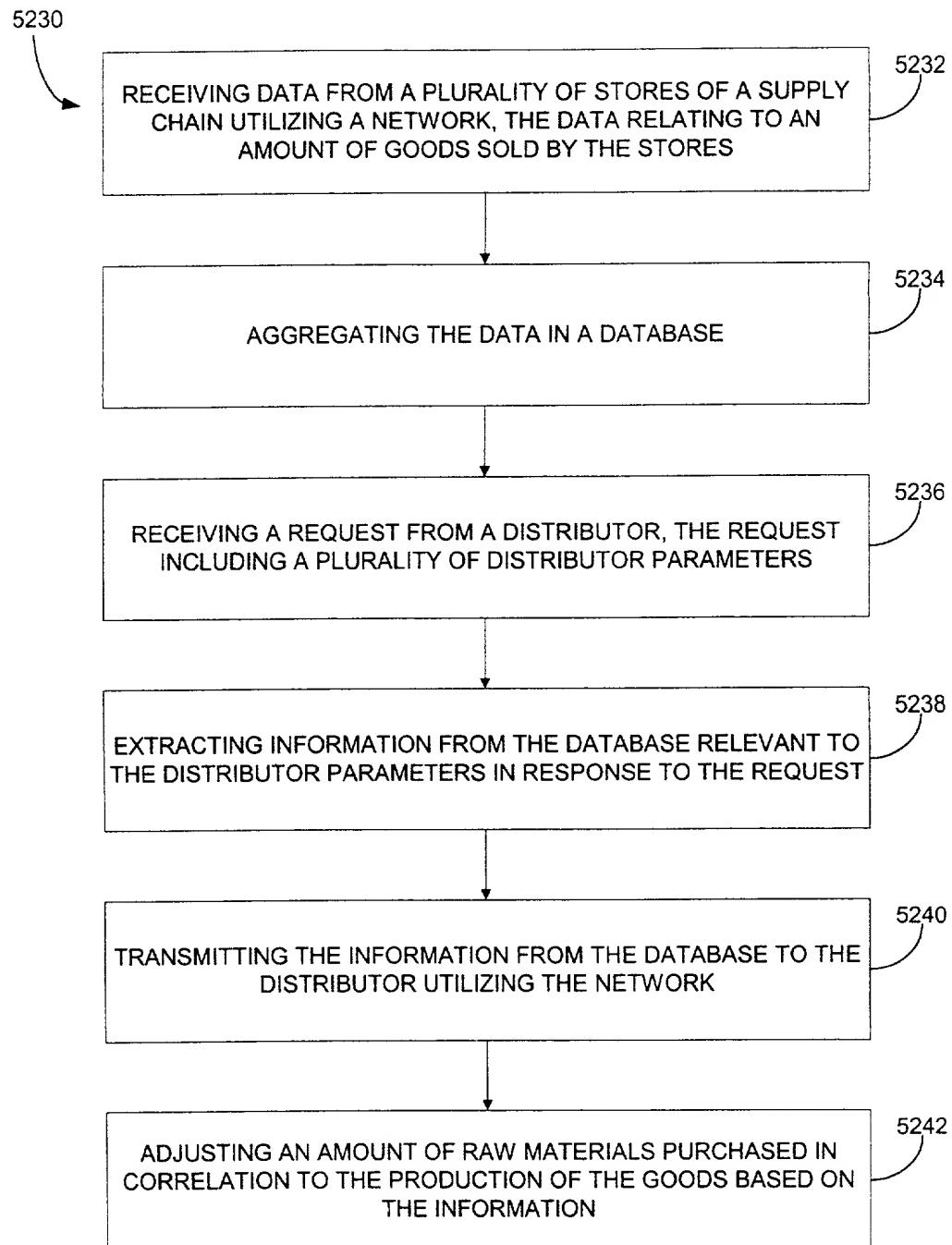


FIG. 50



**FIG. 51**



**FIG. 52**


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**5300**

POS Implied Daily Usage - Distributor  
Tuesday, October 24, 2000

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| 14 Day Rolling Total Cases         |         |        |      |      |       |      |      |       |      |       |       |       |       | Week Ending Total |       |       |
|------------------------------------|---------|--------|------|------|-------|------|------|-------|------|-------|-------|-------|-------|-------------------|-------|-------|
| DC Item                            | % Chg   | 14 Day |      |      | 10/13 |      |      | 10/14 |      |       | 10/15 |       |       | 10/16             |       |       |
| DC Item Description                | Per Day | 10/2   | 10/3 | 10/4 | 10/5  | 10/6 | 10/7 | 10/8  | 10/9 | 10/10 | 10/11 | 10/12 | 10/13 | 10/14             | 10/15 | 10/16 |
| Number of Restaurants Served by DC | 200     | 200    | 200  | 200  | 200   | 200  | 200  | 200   | 200  | 200   | 200   | 200   | 200   | 200               | 200   |       |
| SAUCE: BBQ BULK                    | 0.00%   | 13     | 21   | 23   | 16    | 10   | 16   | 14    | 21   | 21    | 16    | 13    | 13    | 13                | 13    |       |
| 16986 BULLSEYE BULK                | 0.00%   | 12     | 19   | 20   | 16    | 14   | 13   | 14    | 13   | 14    | 19    | 19    | 18    | 15                | 14    |       |
| 20788 MUSTARD BULK BK              | 0.00%   | 134    | 107  | 211  | 173   | 166  | 154  | 153   | 160  | 200   | 208   | 175   | 155   | 155               | 151   |       |
| 24340 MAYONNAISE BULK BK           | 0.00%   | 21     | 33   | 34   | 27    | 25   | 24   | 24    | 34   | 33    | 27    | 24    | 24    | 24                | 24    |       |
| 24960 STRAW WRAPPED                | 0.00%   | 10     | 11   | 12   | 10    | 9    | 8    | 9     | 11   | 12    | 11    | 10    | 9     | 9                 | 9     |       |
| 26318 FORK WRAPPED BULK BK         | 0.00%   | 3      | 3    | 3    | 2     | 2    | 2    | 3     | 3    | 3     | 3     | 3     | 3     | 3                 | 3     |       |
| 28462 KNIFE WRAPPED BULK BK        | 0.00%   | 89     | 134  | 142  | 16    | 104  | 102  | 101   | 100  | 130   | 139   | 116   | 106   | 102               | 102   | 102   |
| 27082 KETCHUP BULK BAG IN BOX      | 0.00%   | 127    | 184  | 205  | 180   | 143  | 142  | 139   | 144  | 197   | 197   | 160   | 142   | 140               | 140   | 140   |
| 27860 KETCHUP PACKETS 10g BK       | 0.00%   | 127    | 184  | 205  | 180   | 143  | 142  | 139   | 144  | 197   | 197   | 160   | 142   | 140               | 140   | 140   |

**FIG. 53**

**RSI**

Local DC Promotion Forecast Report - Microsoft Internet Explorer

Address: <http://test.rsilink.com/dc/d/iptromodel.asp?dc=26576>

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**REINHART - CEDAR RAPIDS, IA**

**Local Promotion Summary by DC**

**Tuesday, October 24, 2000**

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| Local Promotion Option        | DCI                                      | Start Date     | Projected Day Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|-------------------------------|--|----------------|---------------------|---------------------|--------------------------|-------------------------------|
| 32 oz Motor Cup               | Chicago, IL                              | 5/1/00         | 85                  | 99                  | 8                        |                               |
|                               | Davenport-H-Moline, IA                   | 6/1/00         | 85                  | 32                  | 17                       |                               |
|                               | Des Moines-Ames, IA                      | 7/1/00         | 85                  | 17                  | 28                       |                               |
|                               | Omaha, NE                                | 7/1/00         | 85                  | 17                  | 60                       |                               |
|                               | Peoria, IL                               | 8/1/00         | 85                  | 99                  | 17                       |                               |
|                               | Sioux City, IA                           | 8/2/00         | 85                  | 99                  | 10                       |                               |
|                               | Springfield-Decatur-Champaign, IL        | 8/1/00         | 85                  | 99                  | 1                        |                               |
| <b>32 oz. Motor Cup Total</b> |  |                |                     |                     | <b>131</b>               |                               |
| <b>Big King</b>               | <b>Cedar Rapids-Waterloo-Dubuque, IA</b> | <b>4/15/00</b> | <b>99</b>           | <b>19</b>           |                          |                               |
|                               | Davenport-H-Moline, IA                   | 4/15/00        | 99                  | 17                  |                          |                               |
|                               | Ottumwa-Kilkissville, IA                 | 4/15/00        | 99                  | 3                   |                          |                               |
| <b>Big King Total</b>         |  |                |                     |                     | <b>39</b>                |                               |
| <b>Pancake Minis</b>          | Chicago, IL                              | 5/15/00        | 20                  | 99                  | 8                        |                               |
|                               | Peoria, IL                               | 5/15/00        | 20                  | 99                  | 17                       |                               |
|                               | Sioux City, IA                           | 4/15/00        | 20                  | 99                  | 10                       |                               |
| <b>Pancake Minis Total</b>    |  |                |                     |                     | <b>36</b>                |                               |

**Done** **Internet**

**FIG. 54**

FIG. 55

**RSI** Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

http://www.rsiweb.com/fran/r\_lptlc.asp?report=true

**Member**      Restaurant Number: 0003473      Date: 10/22/00      **Retrieve**

**Logout**      **HOME**

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**Landed Cost Report**

5600

**Printer Friendly Version**      **Restaurant Landed Cost Verification Report**

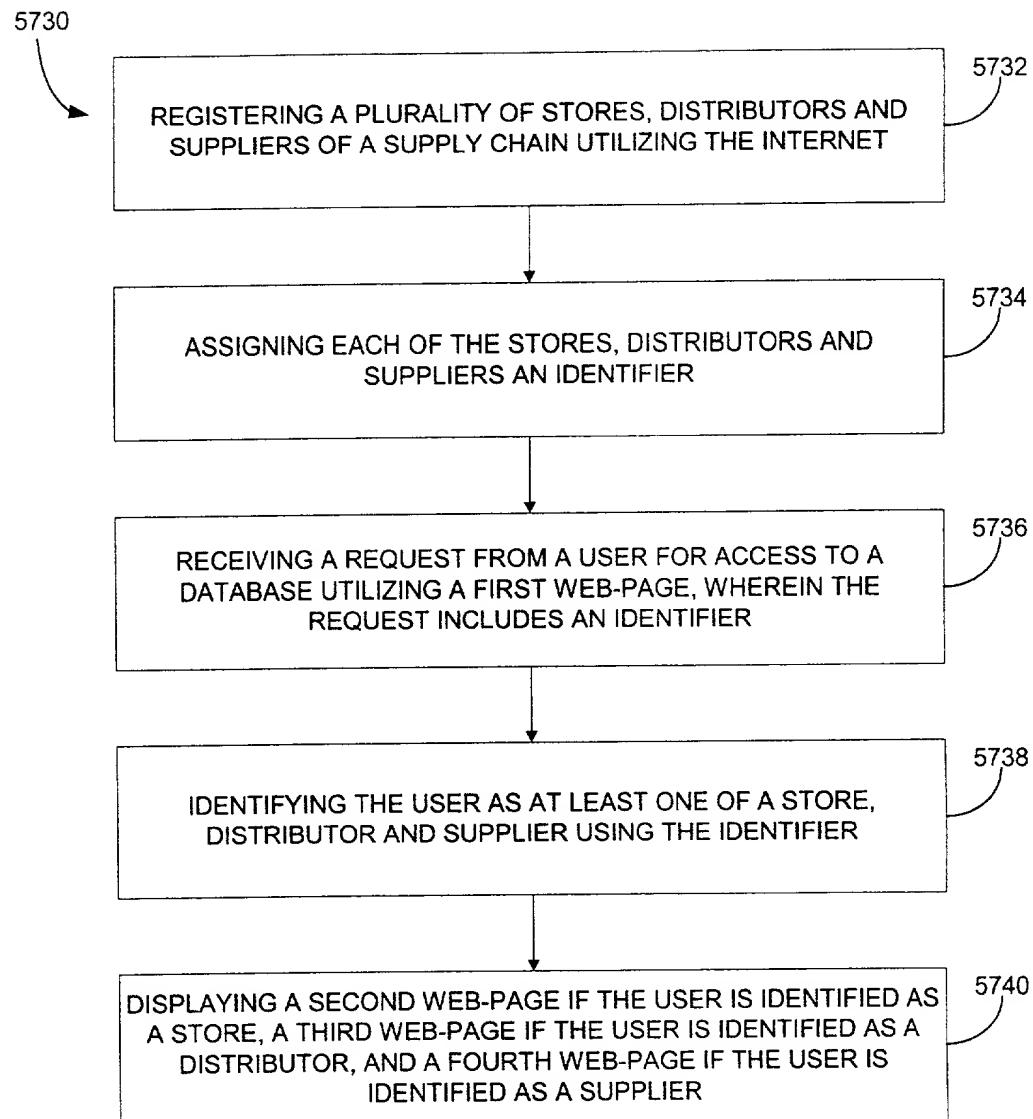
Report Date: Sunday, October 22, 2000  
 Restaurant Number 0003473  
 Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris  
 Contact Number: 305-529-3409

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| DC Item No                  | RSI Item No | RSI Item Description               | DC Cost  | Markup | Rest Cost |
|-----------------------------|-------------|------------------------------------|----------|--------|-----------|
| 10340                       | 4438        | REGISTER TAPE-THERMAL 2.25" X 105' | \$21.27  | \$1.57 | \$22.84   |
| 12880                       | 3686        | SUGAR SUBSTITUTE-PINK PKT 2000 CT  | \$5.87   | \$1.57 | \$7.44    |
| 19000                       | 380         | SAUCE-BULK-KRATZBULL-SEYE          | \$124.48 | \$1.57 | \$126.05  |
| 19432                       | 4473        | COFFEE-FOLGERS REGULAR             | \$44.50  | \$1.57 | \$46.07   |
| 20788                       | 07          | MUSTARD-BULK 36 OZ                 | \$8.45   | \$1.57 | \$98.02   |
| 20940                       | 4281        | WRAP-LOCAL OPTION                  | \$29.78  | \$1.57 | \$31.35   |
| 24340                       | 08          | SAUCE-BULK MAYDNEAISE              | \$7.81   | \$1.57 | \$9.38    |
| 24600                       | 4270        | WATER-ICE MOUNTAIN .5L             | \$6.41   | \$1.57 | \$7.98    |
| <b>Done</b> <b>Internal</b> |             |                                    |          |        |           |

**FIG. 56**



**FIG. 57**

5804

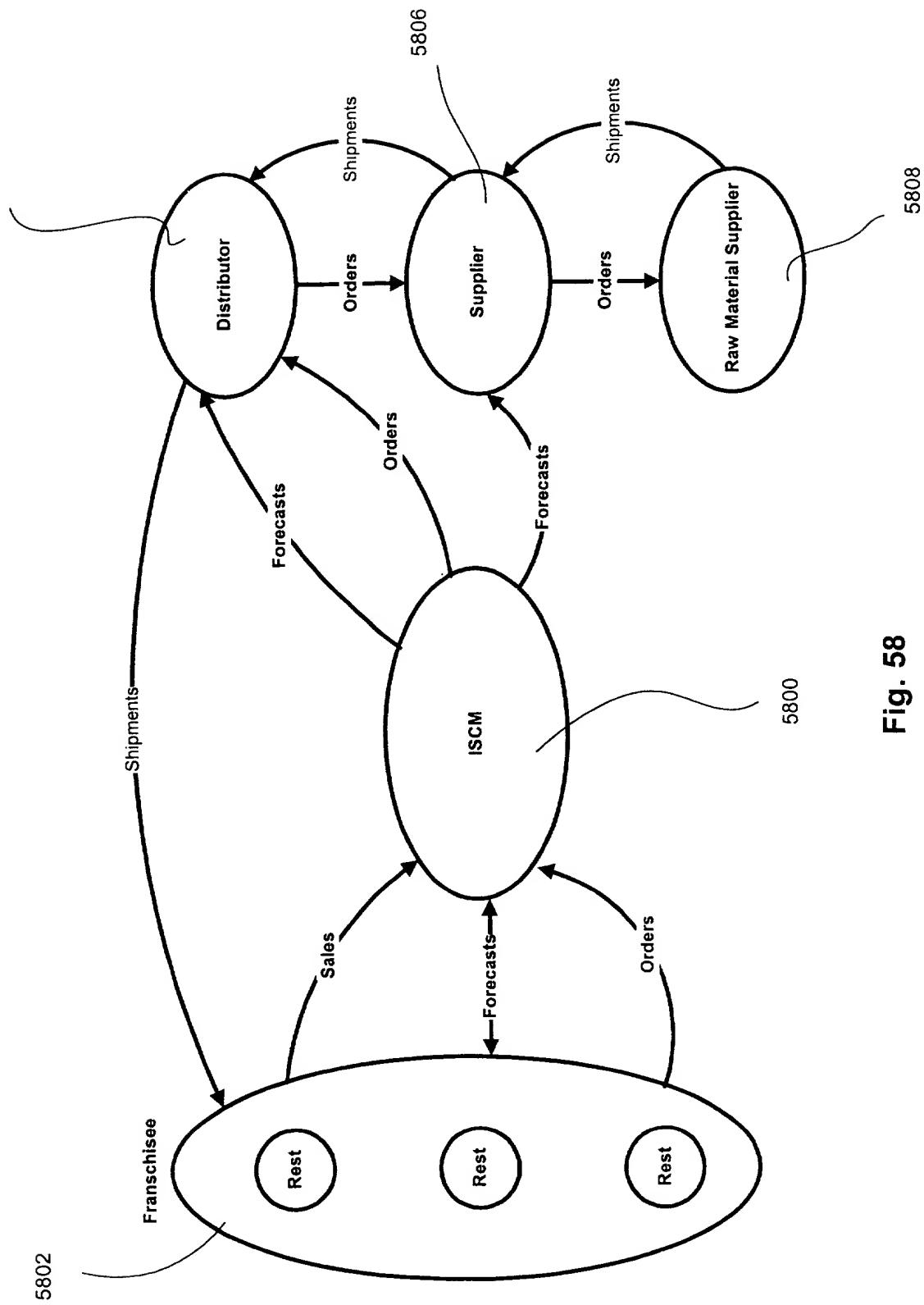
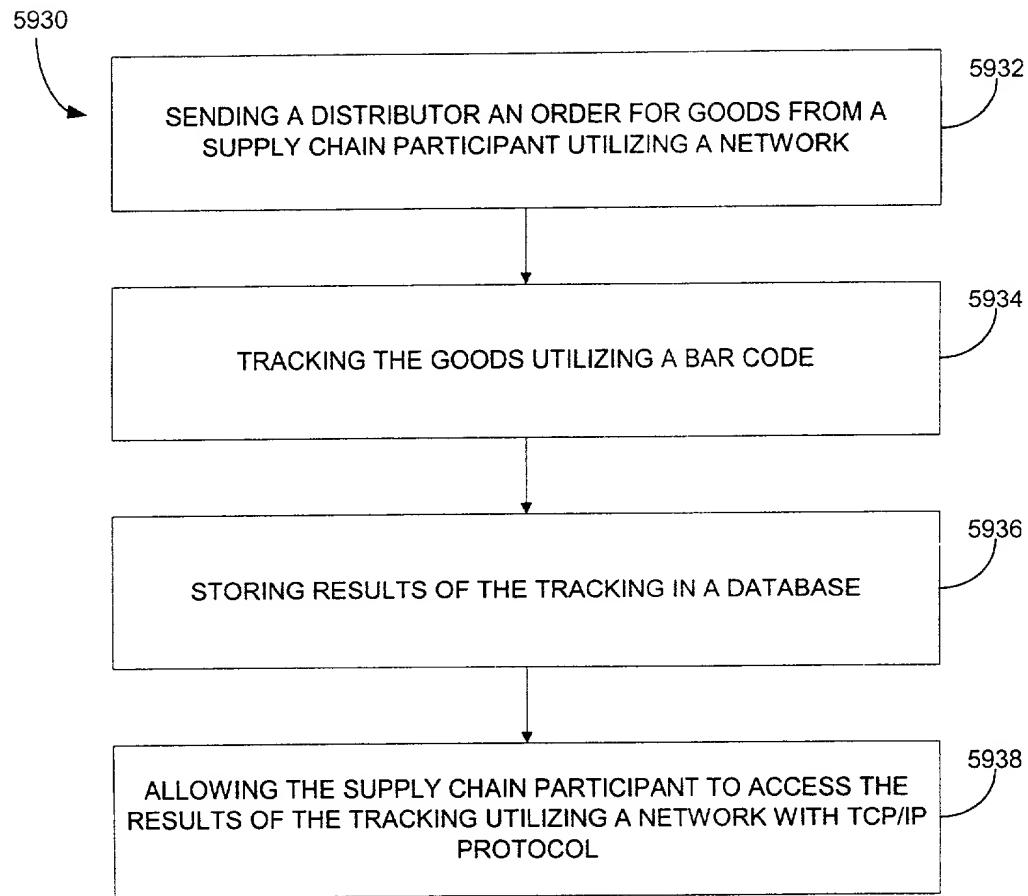


Fig. 58



**FIG. 59**

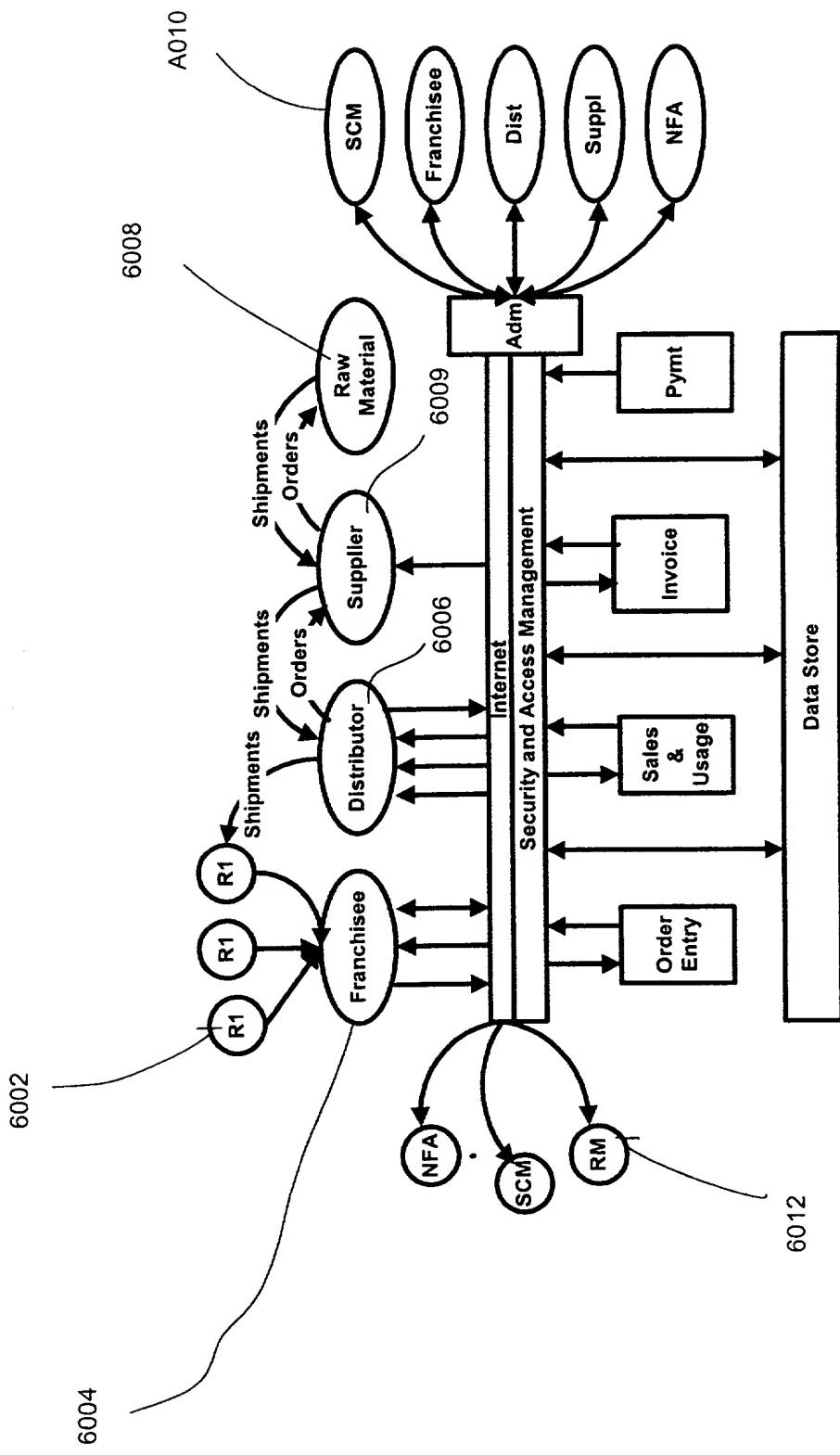


Fig. 60

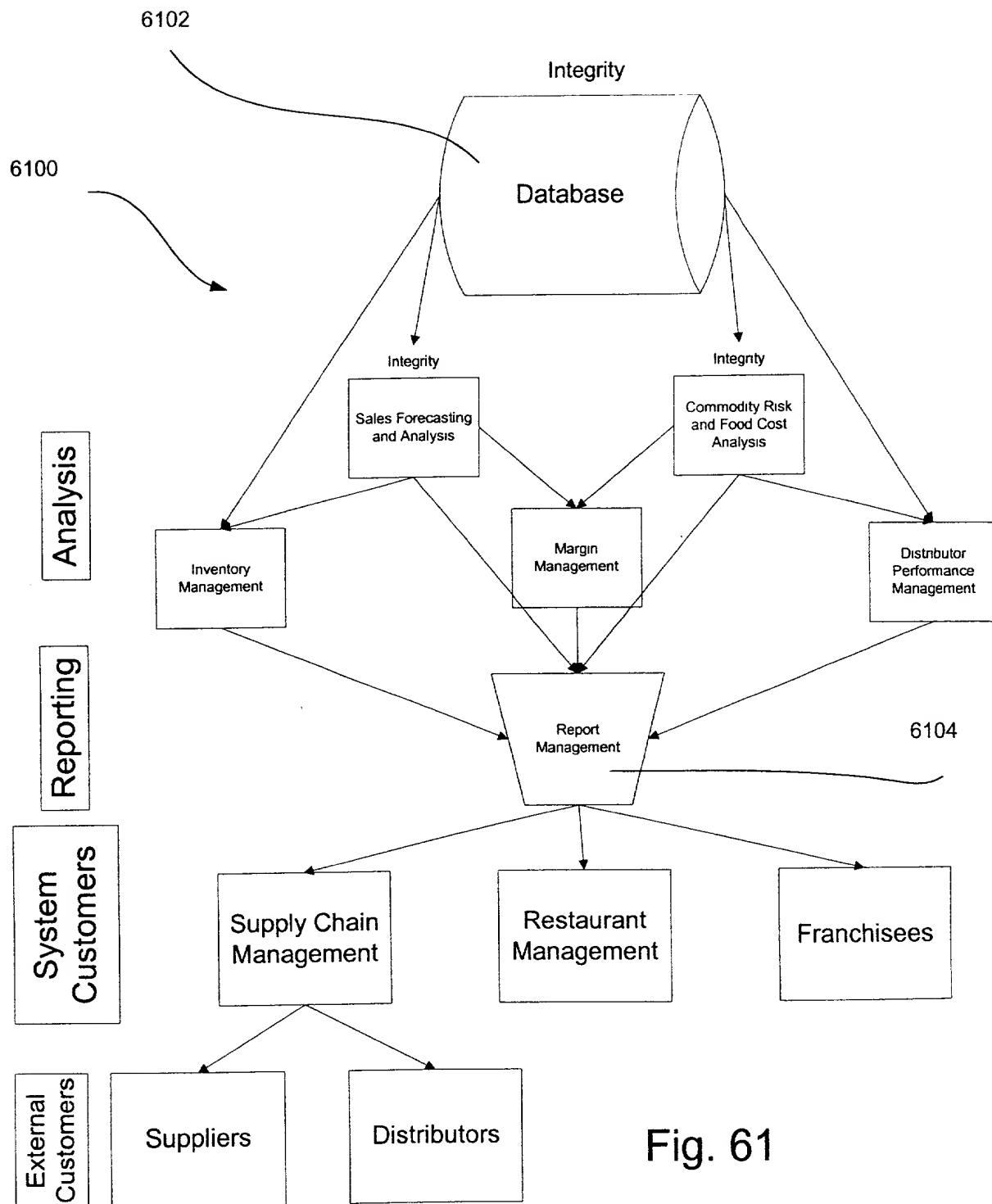
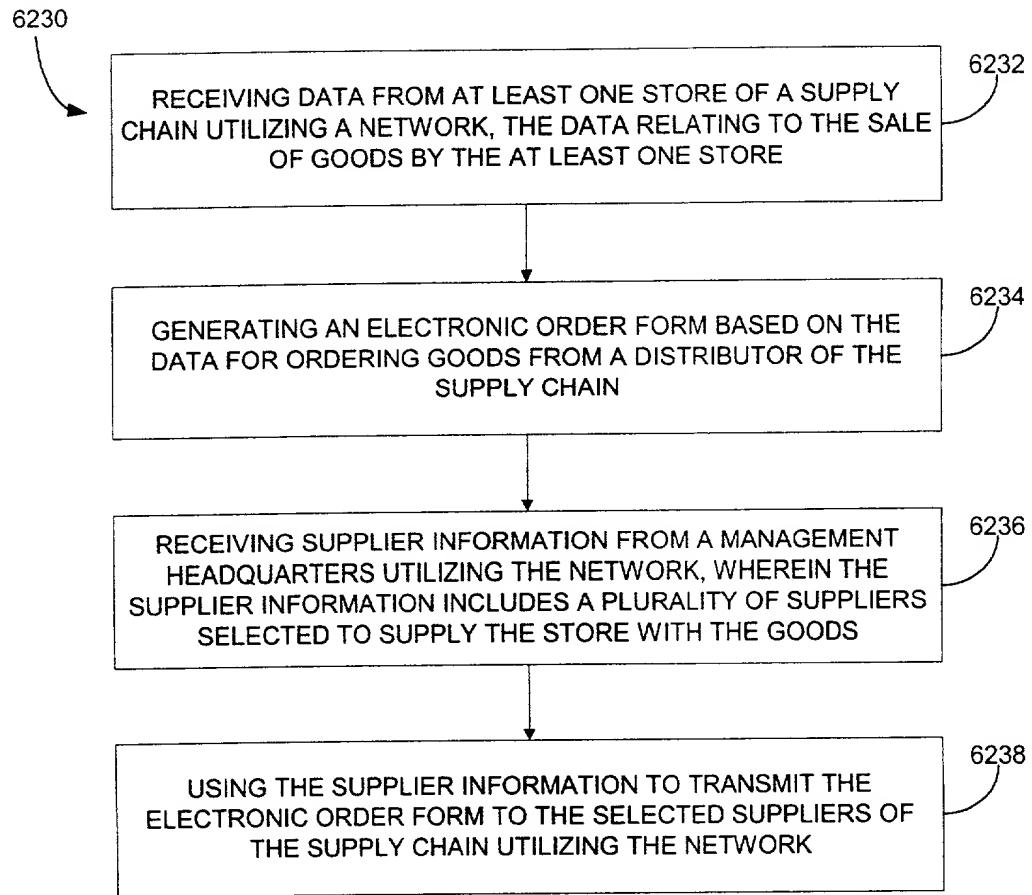


Fig. 61



**FIG. 62**

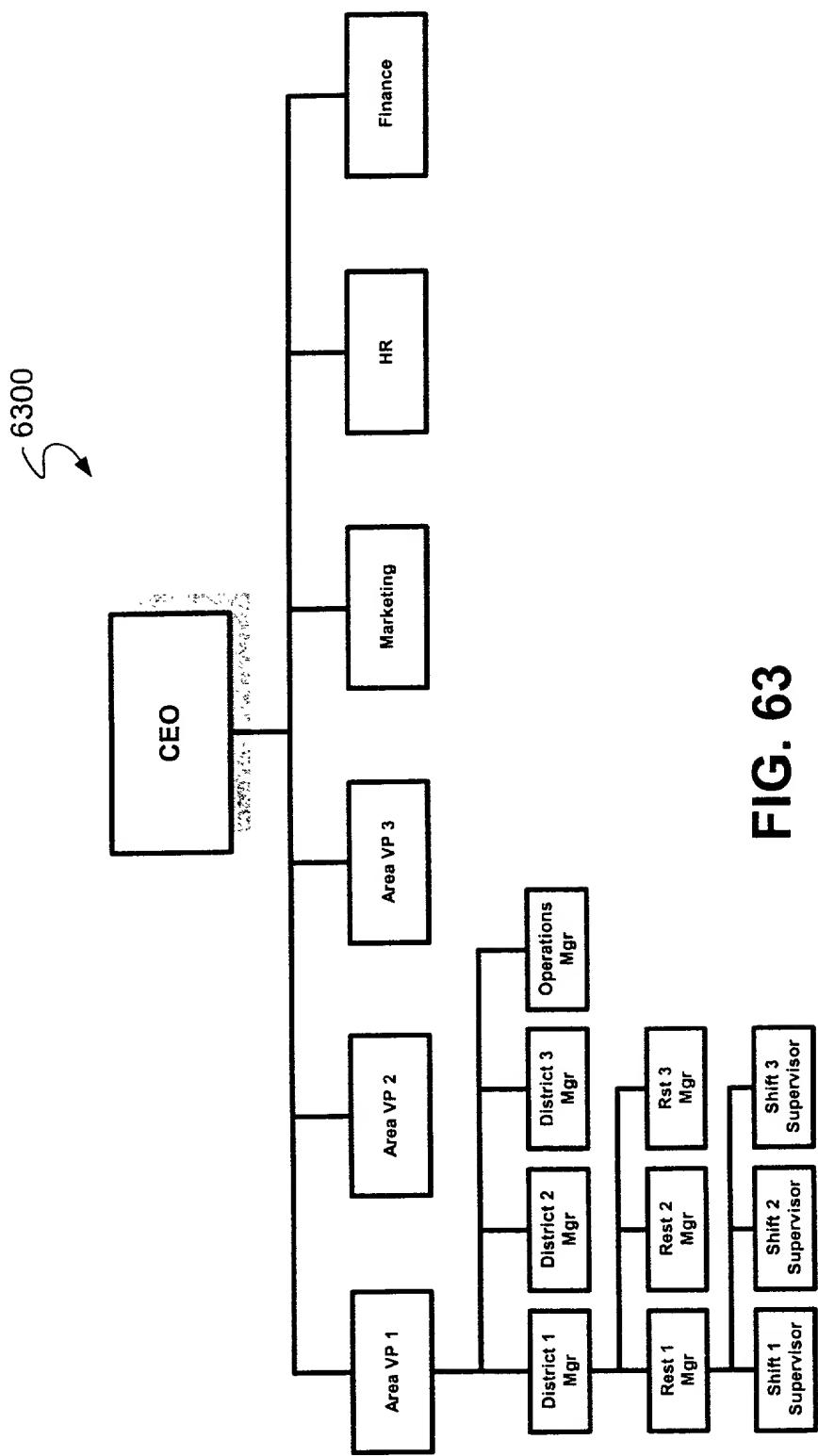
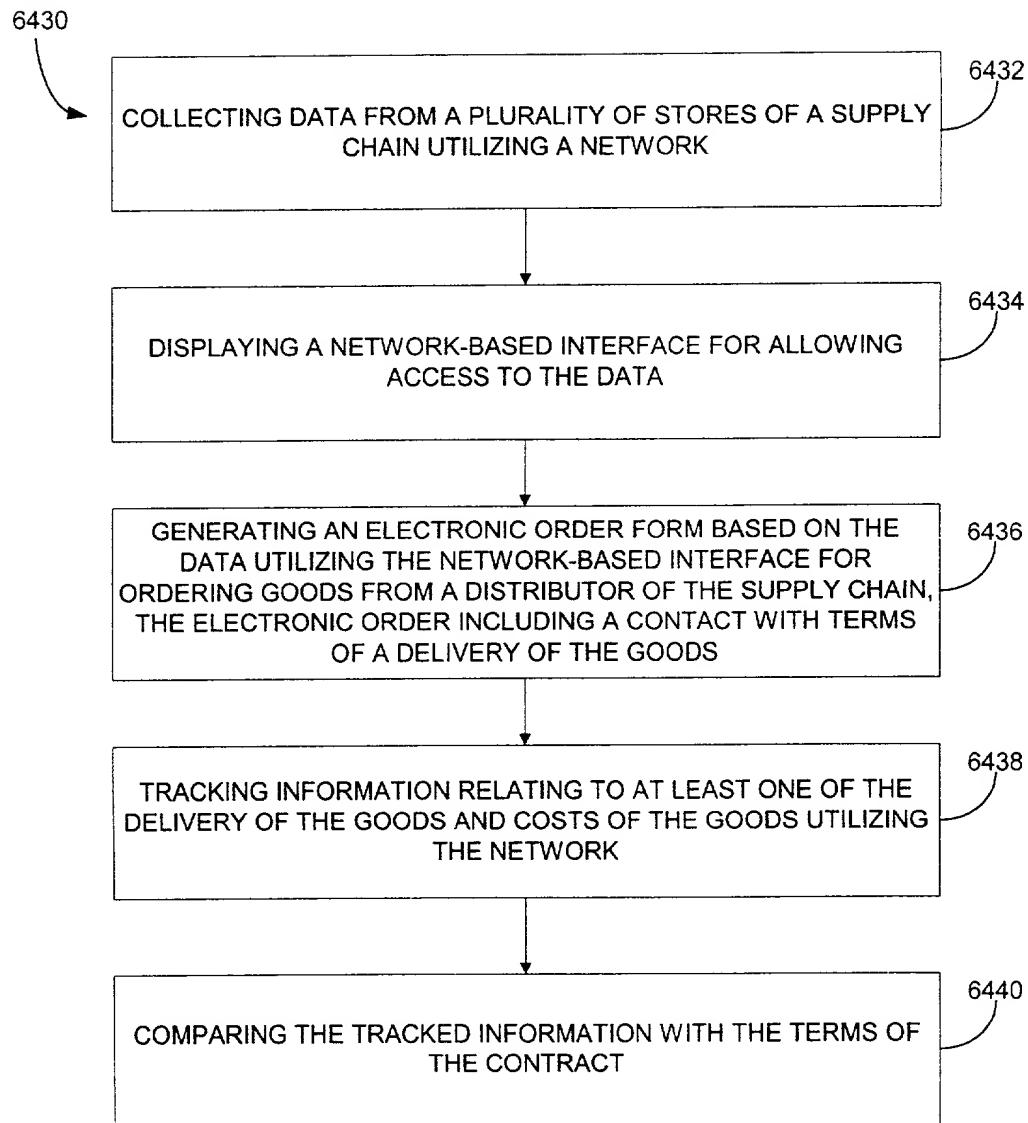
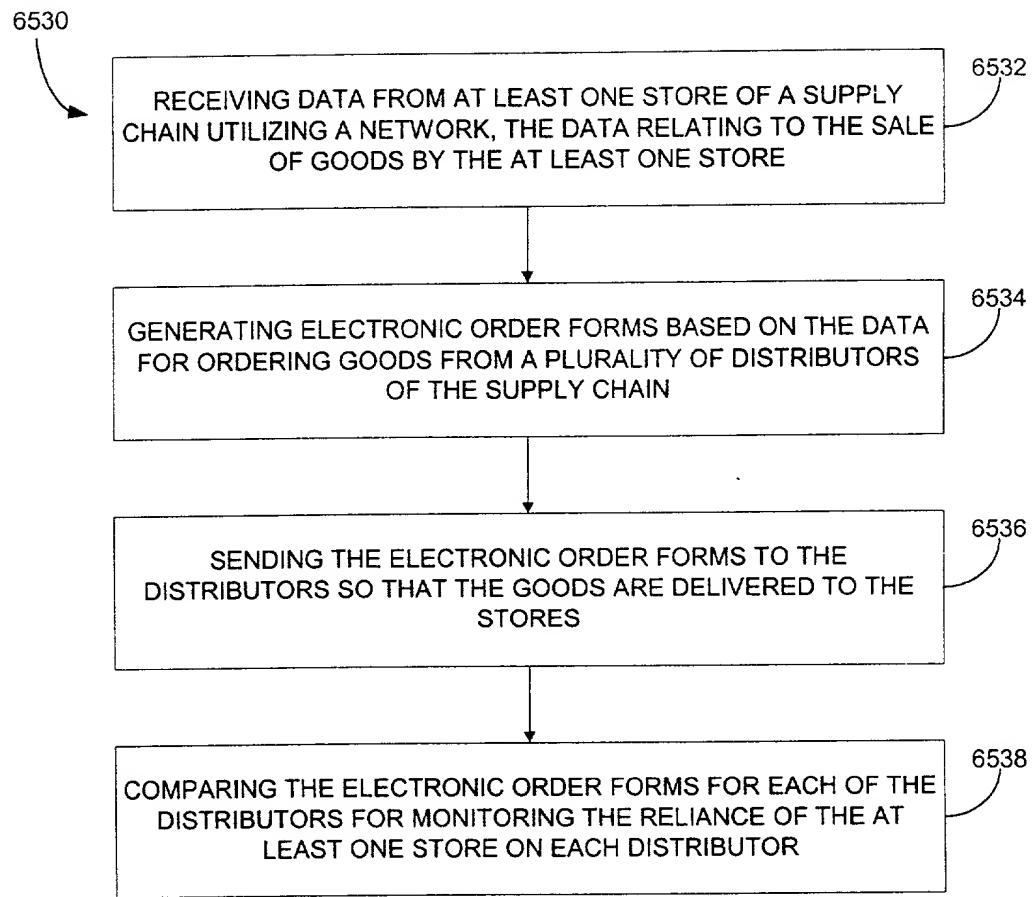


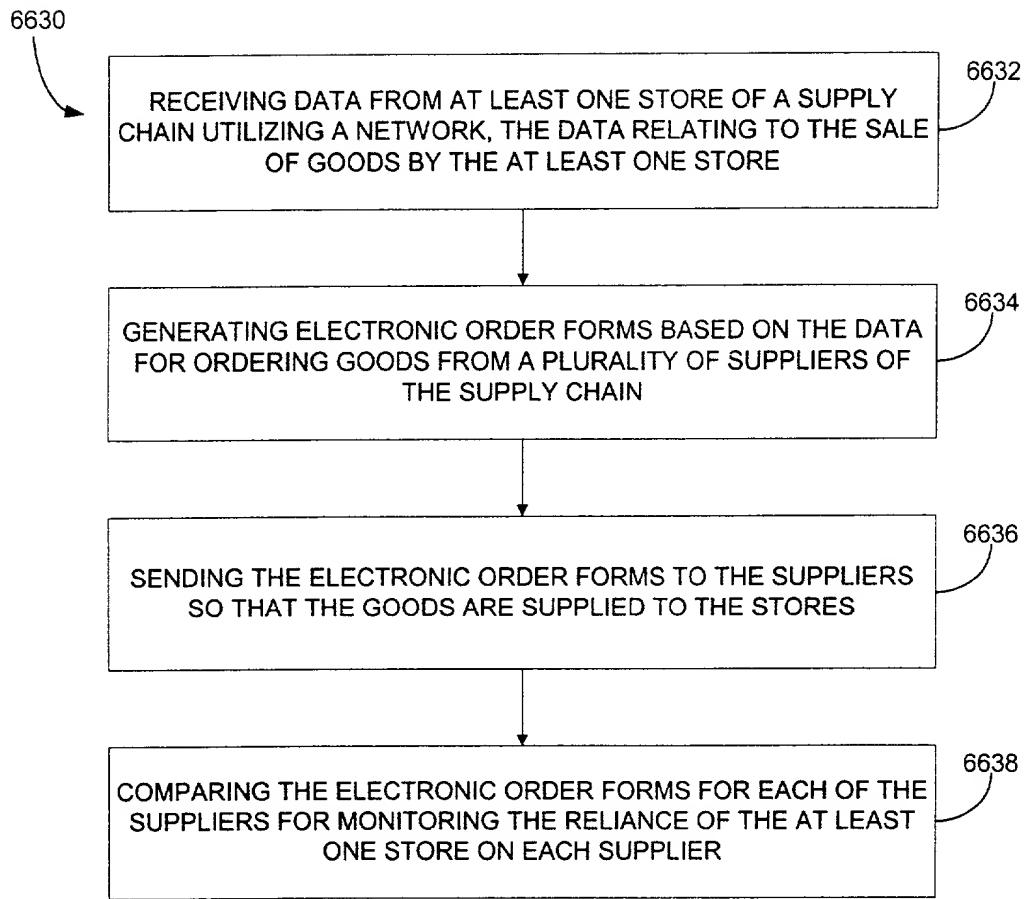
FIG. 63



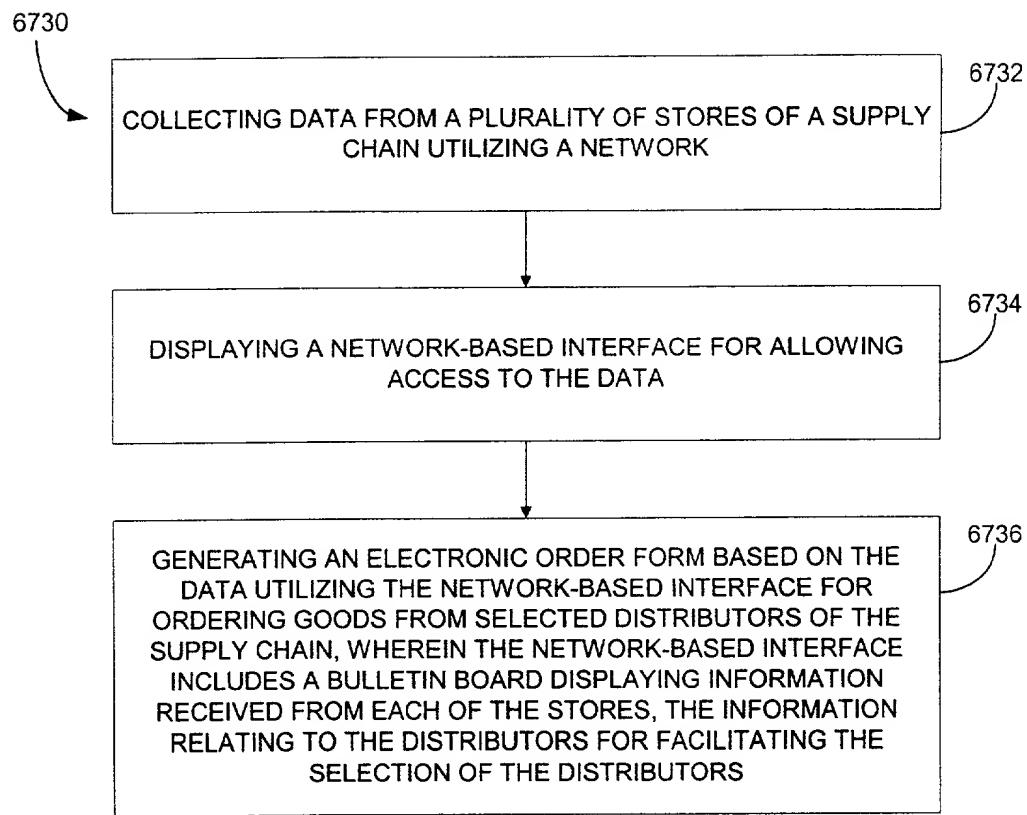
**FIG. 64**



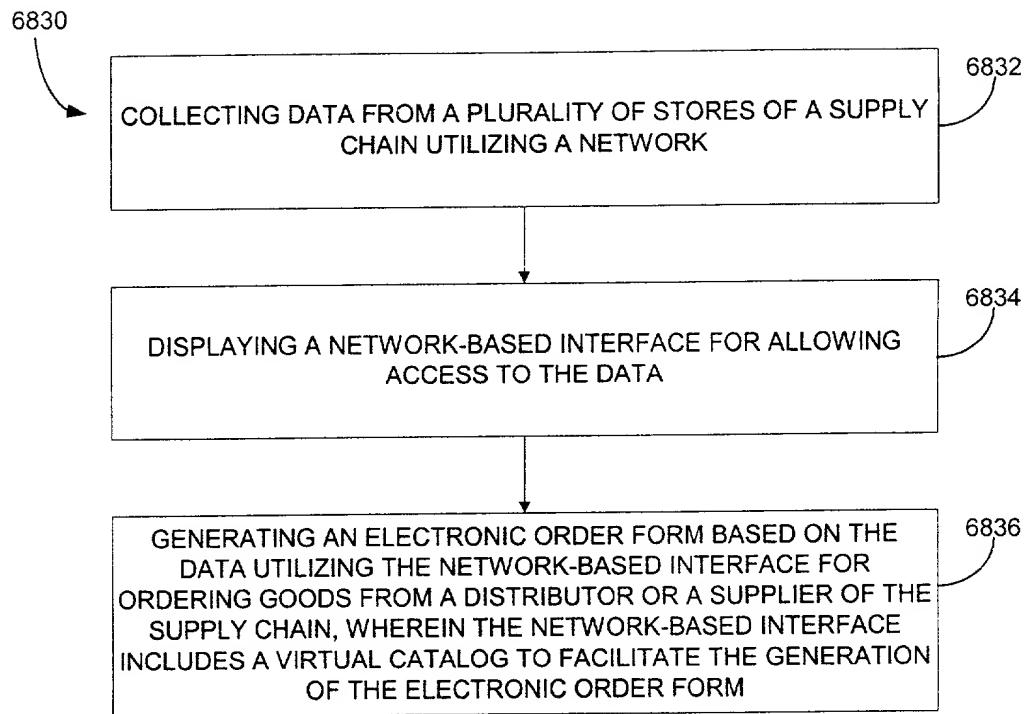
**FIG. 65**



**FIG. 66**

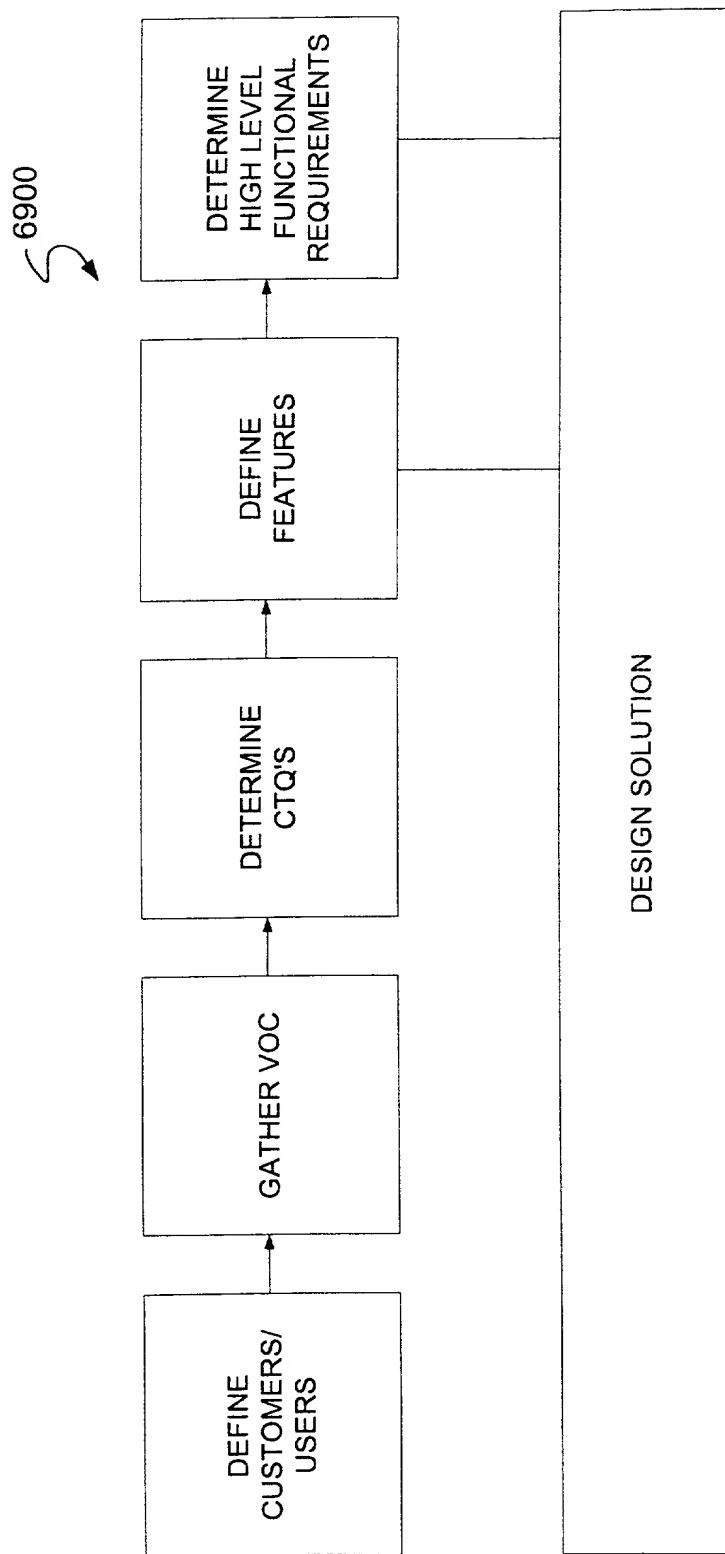


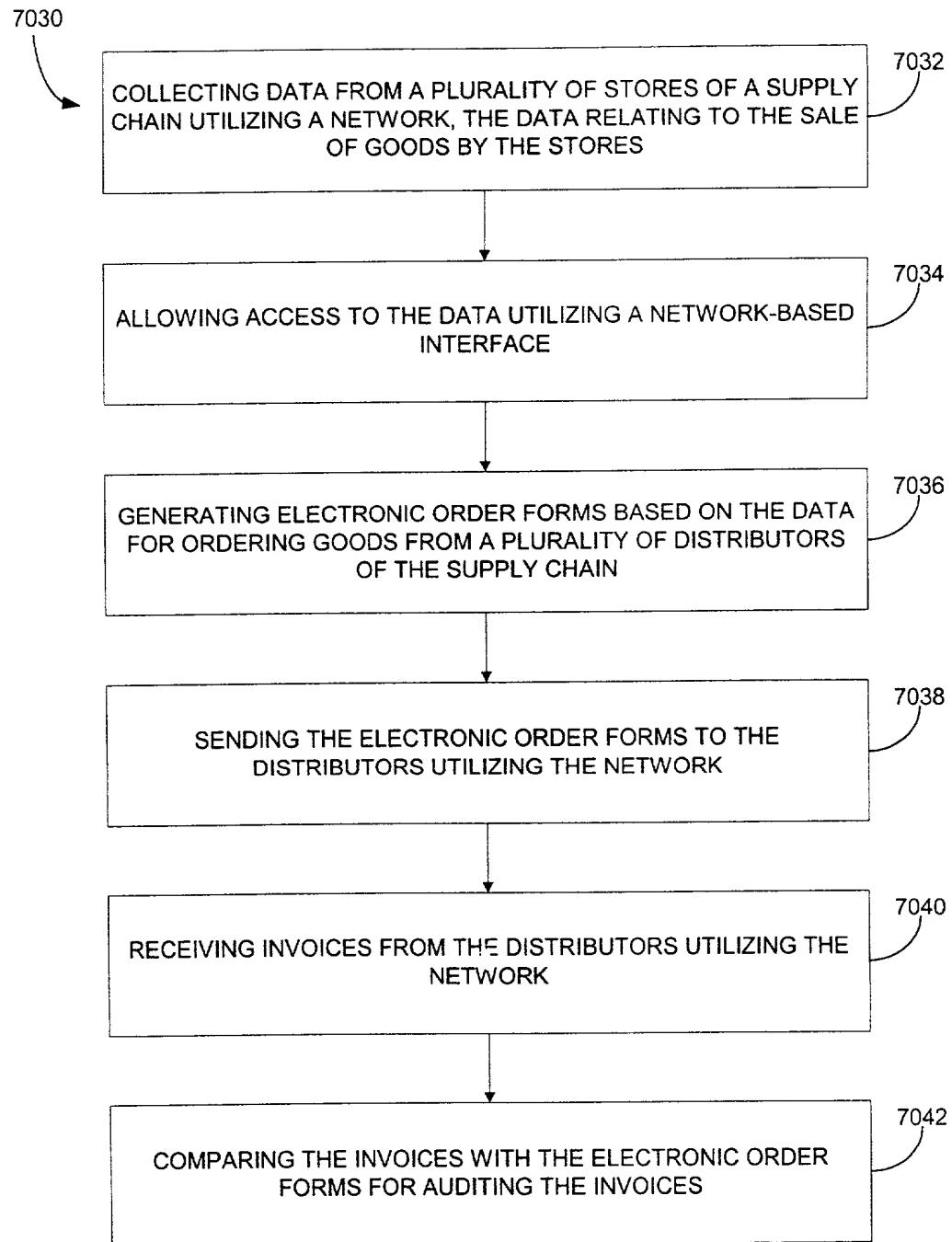
**FIG. 67**



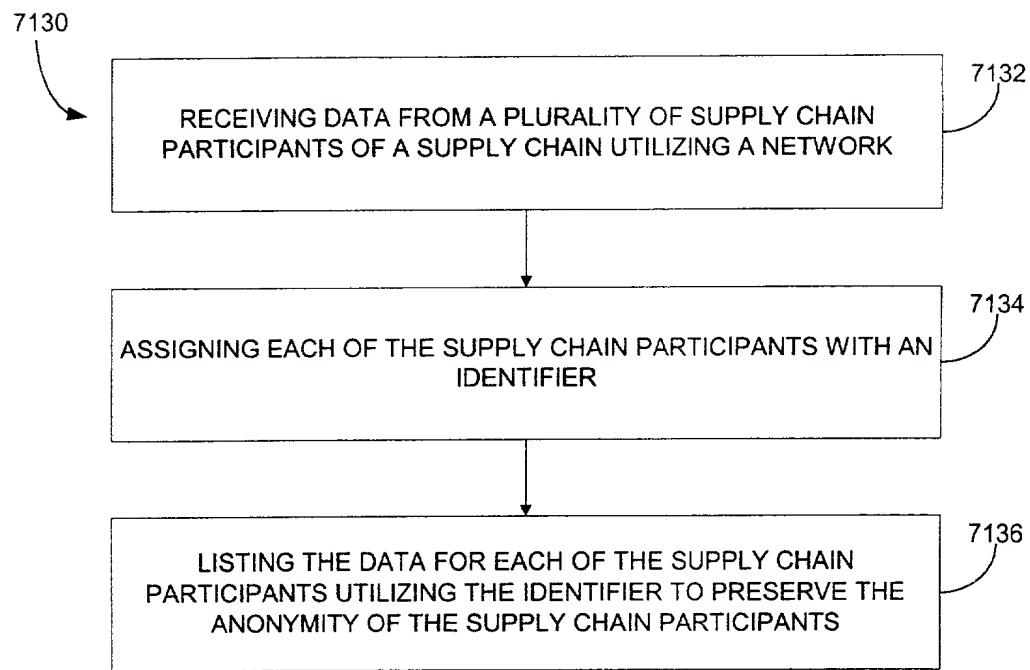
**FIG. 68**

**FIG. 69**

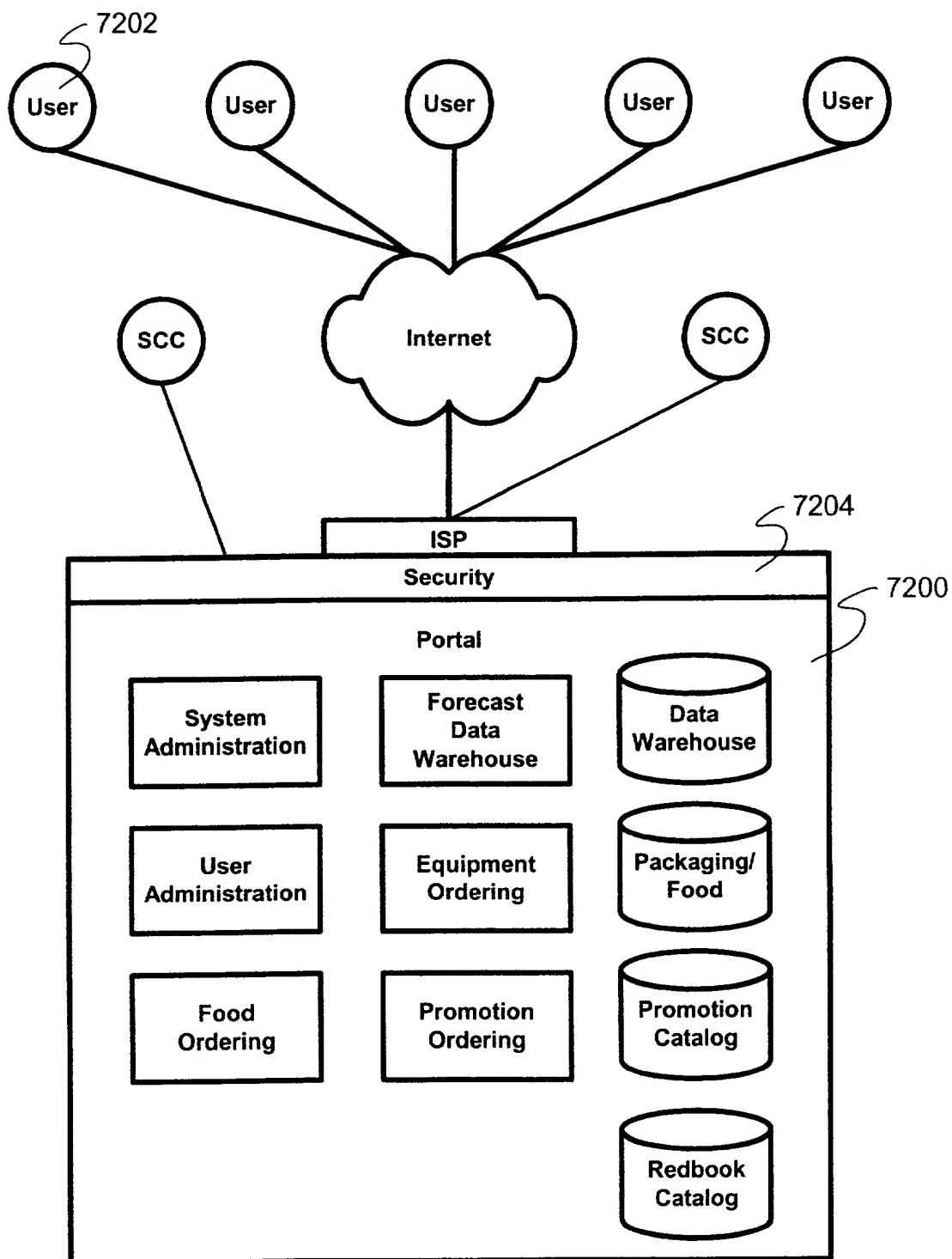




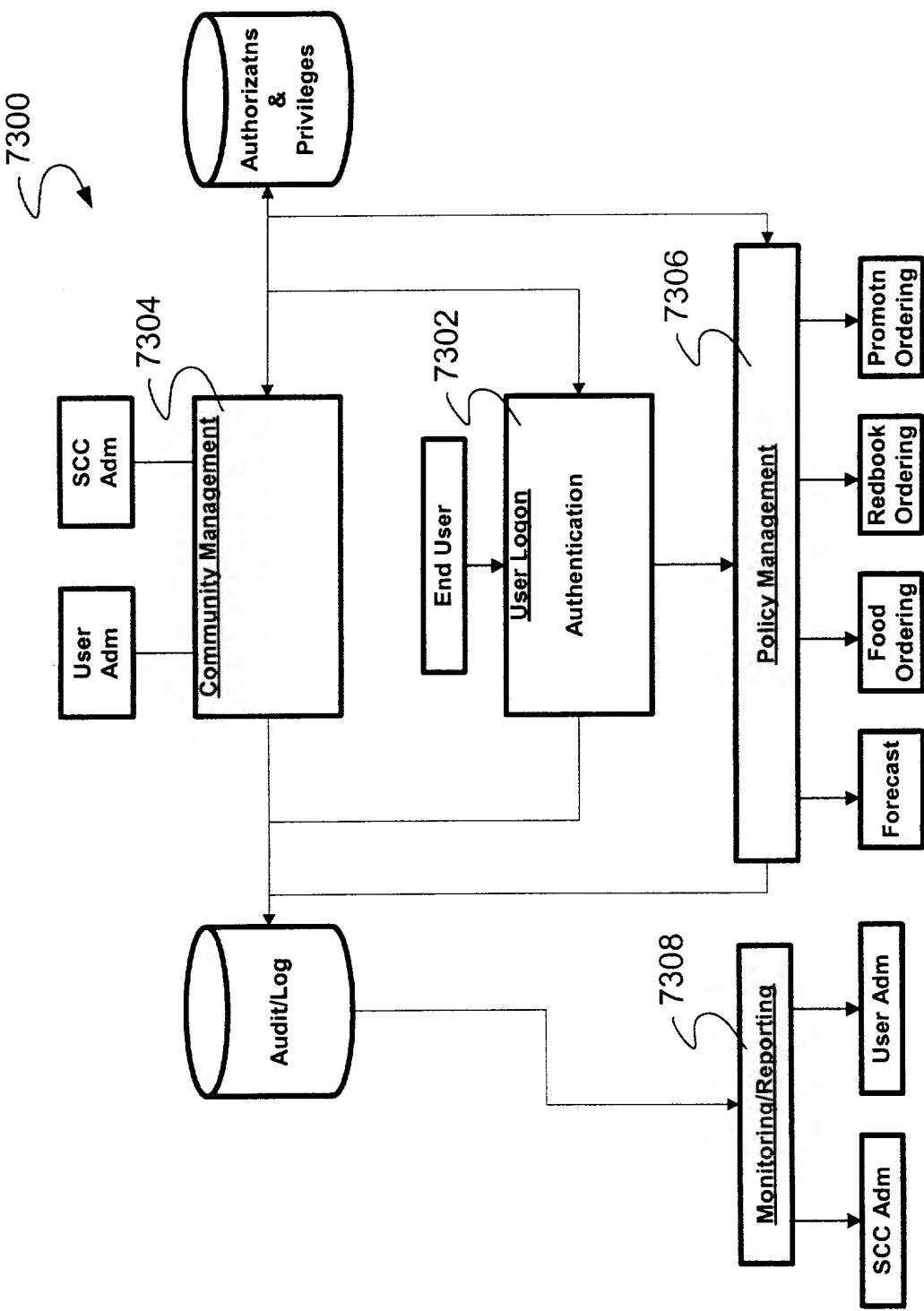
**FIG. 70**



**FIG. 71**

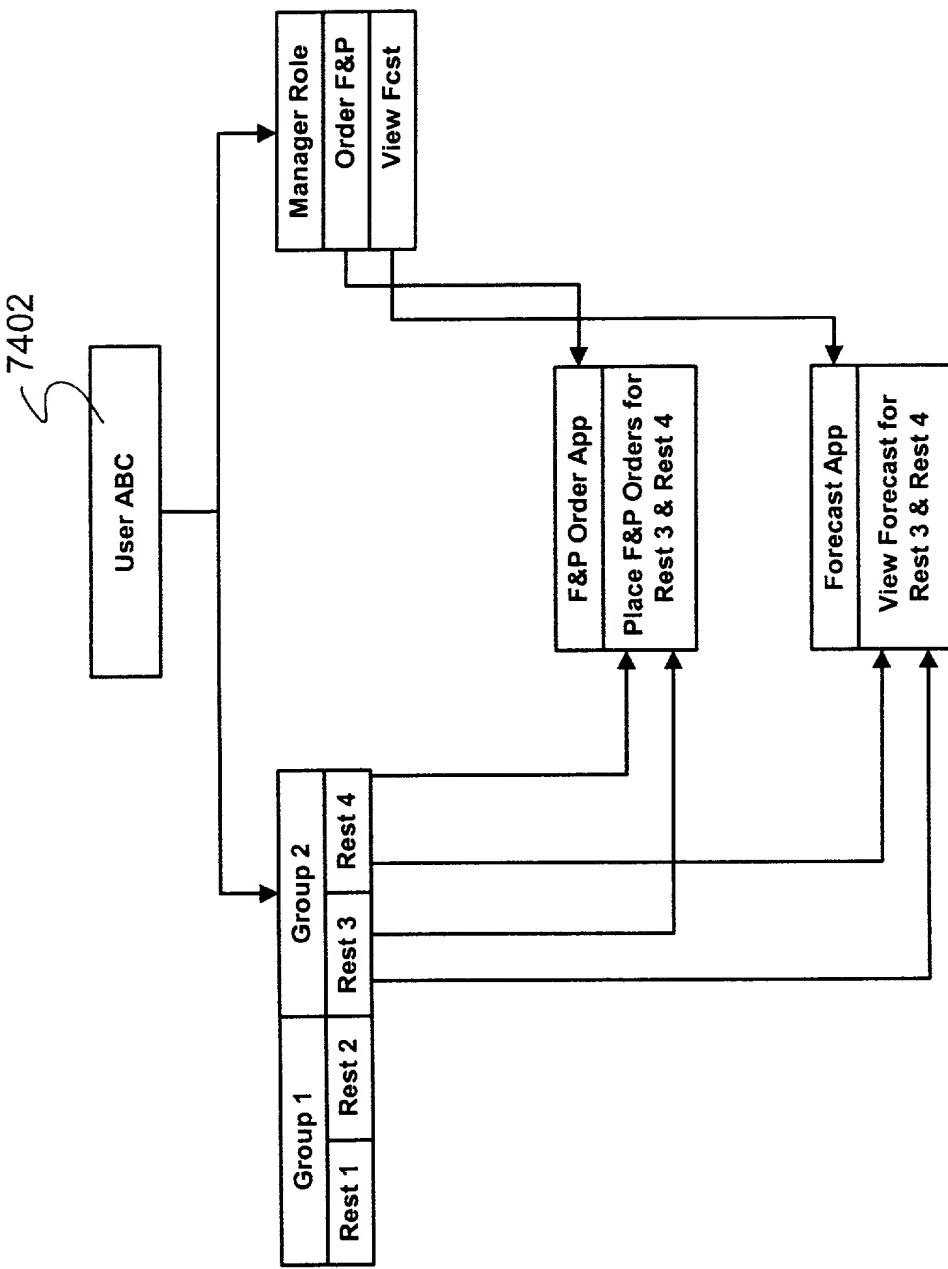


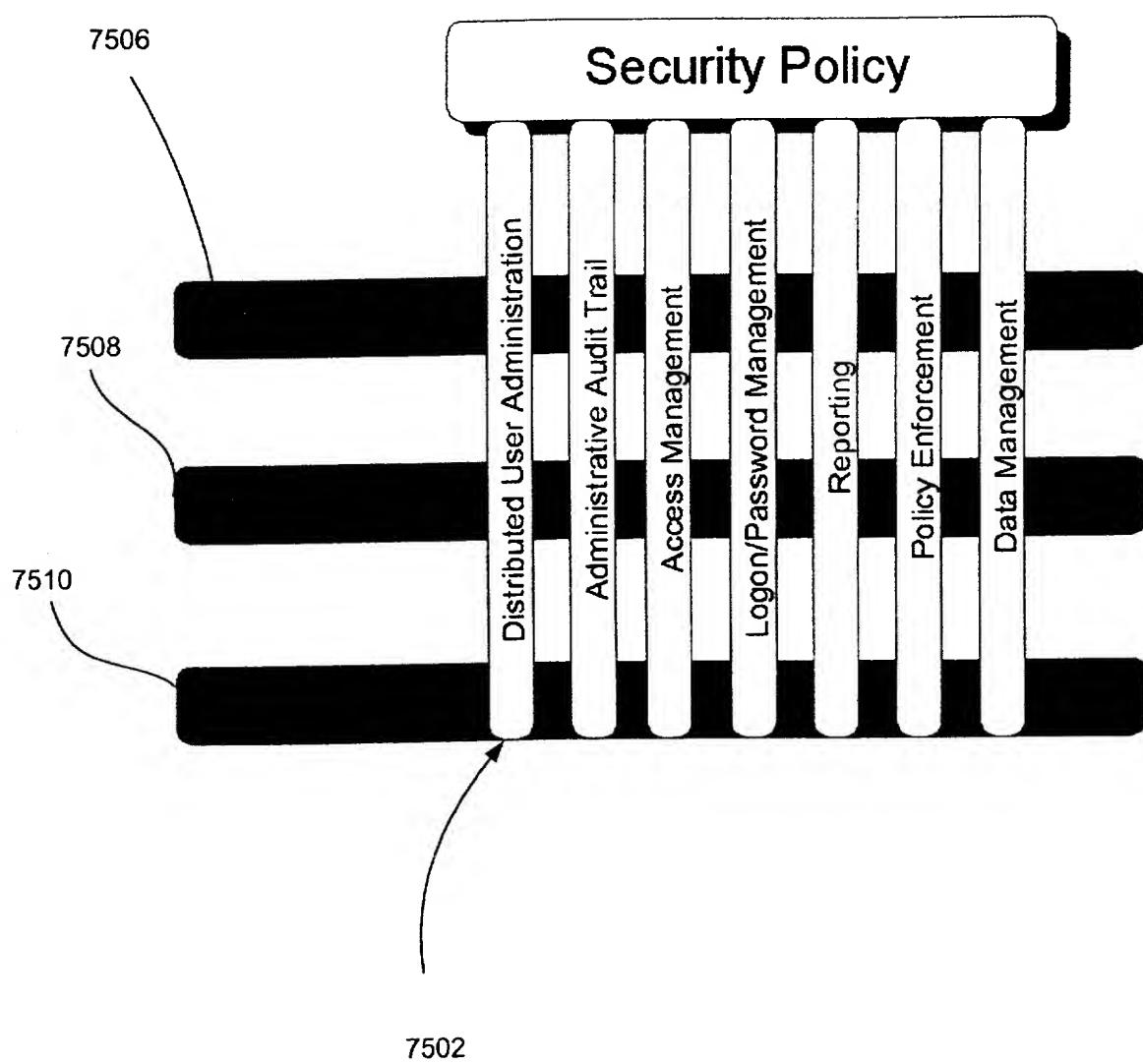
**FIG. 72**



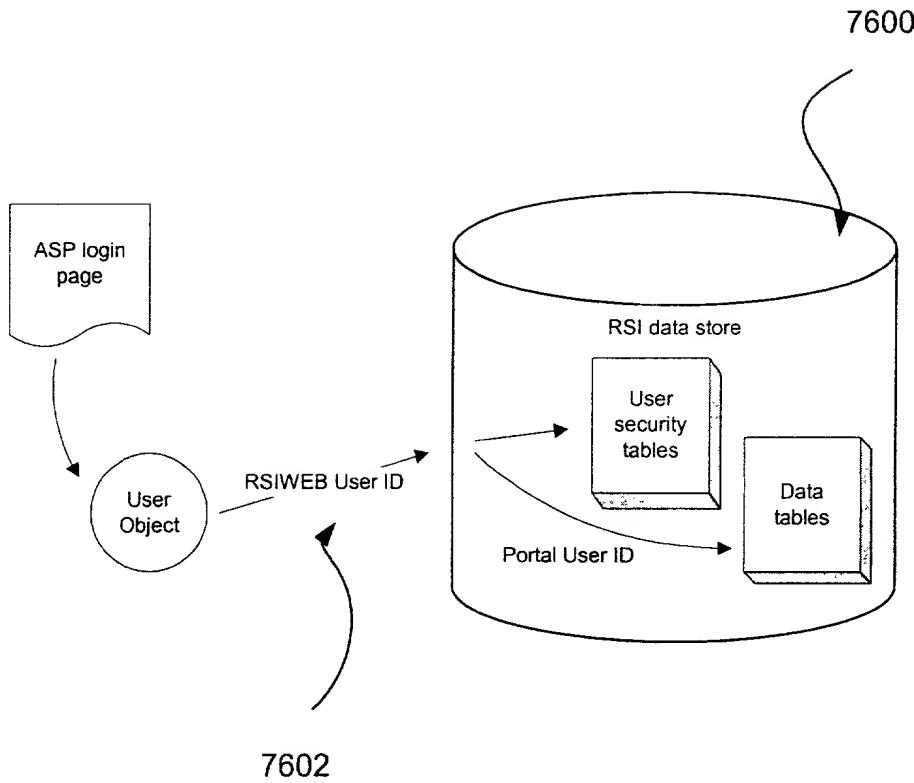
**FIG. 73**

**FIG. 74**





**Fig. 75**



**Fig. 76**

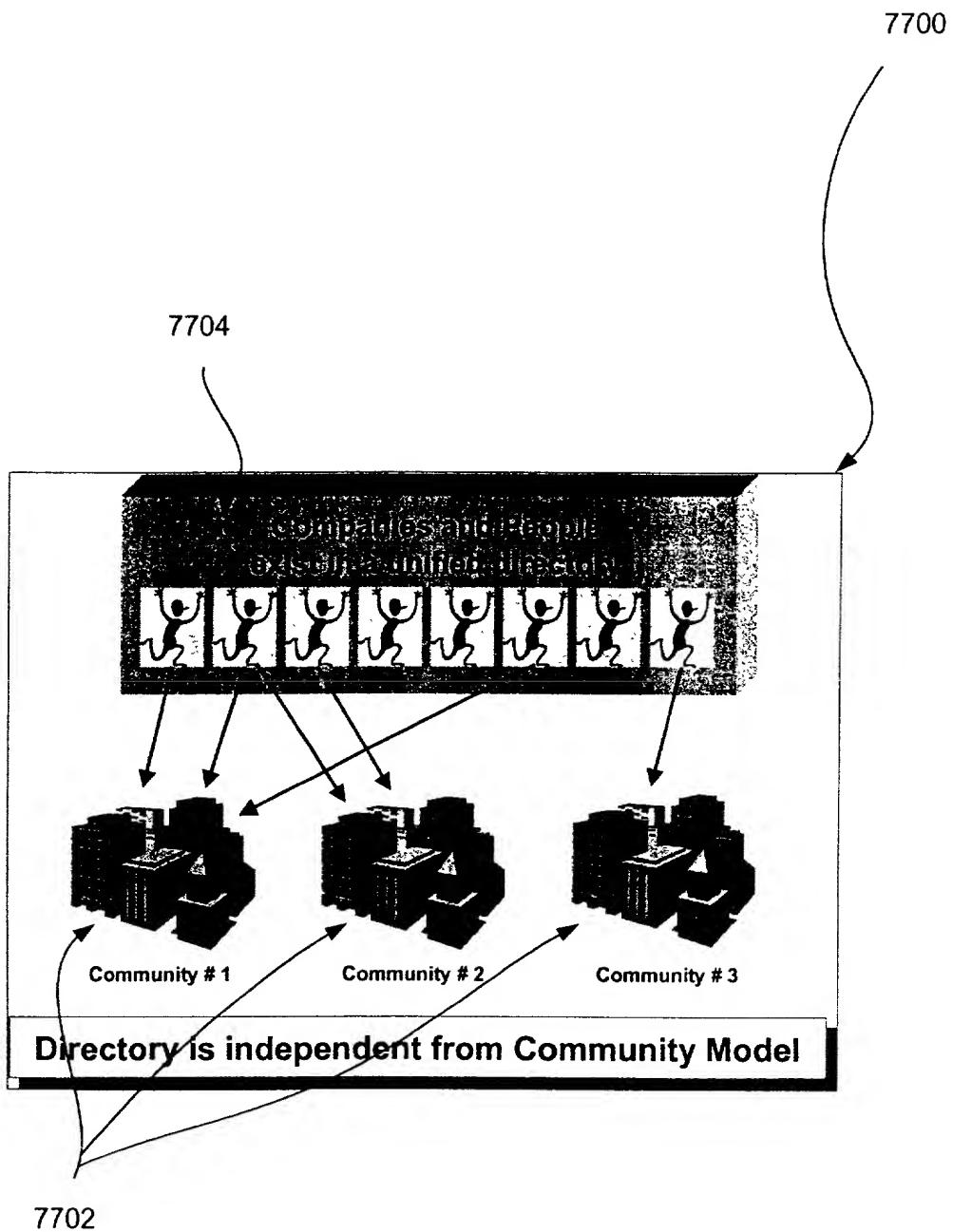


Fig. 77

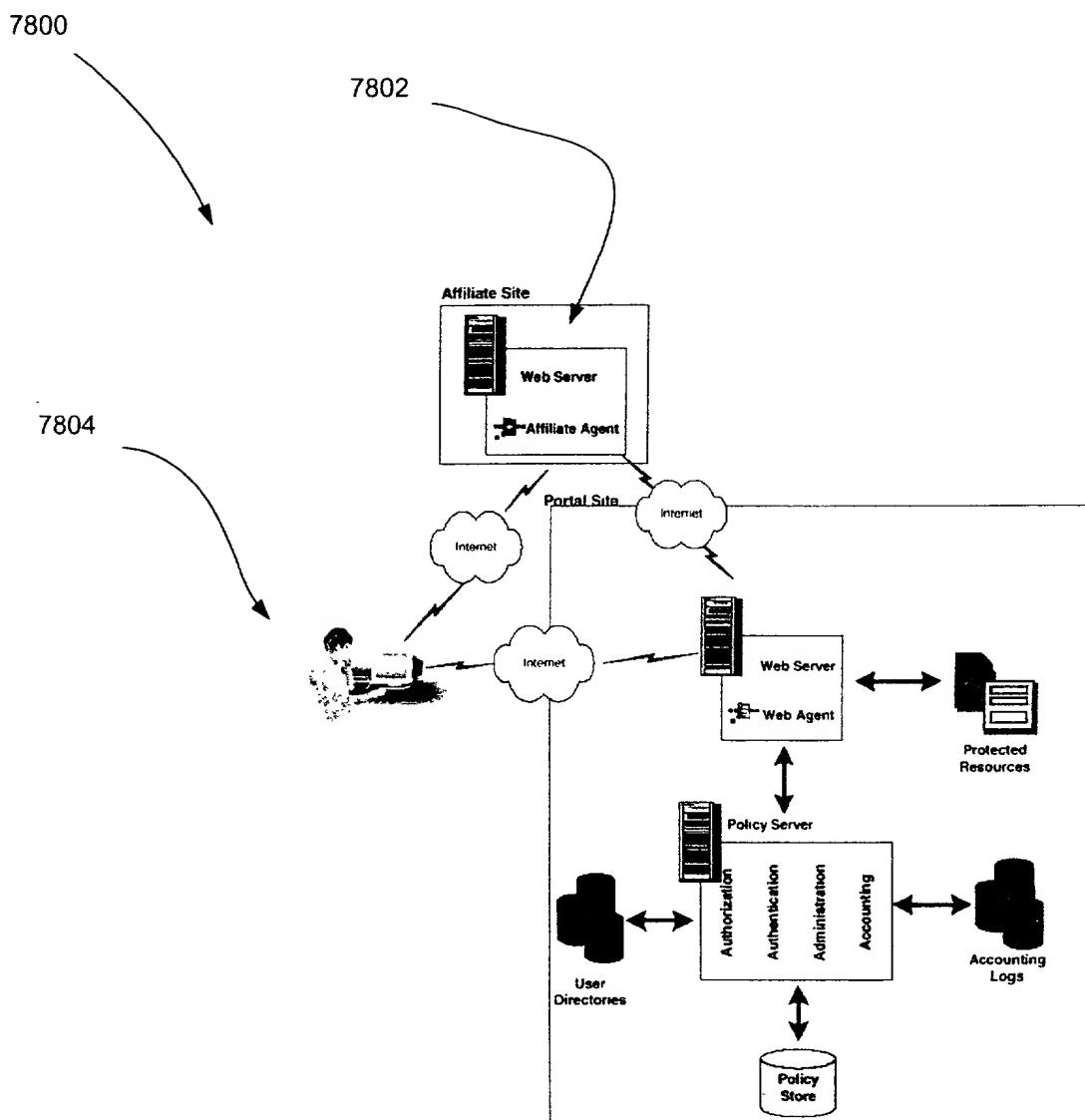


Fig. 78

7900

7902

### Policy-Based Web Security Model

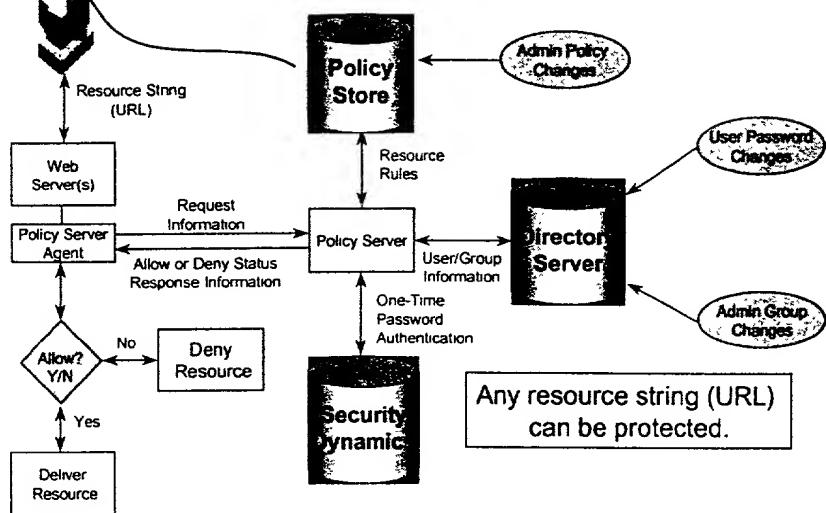
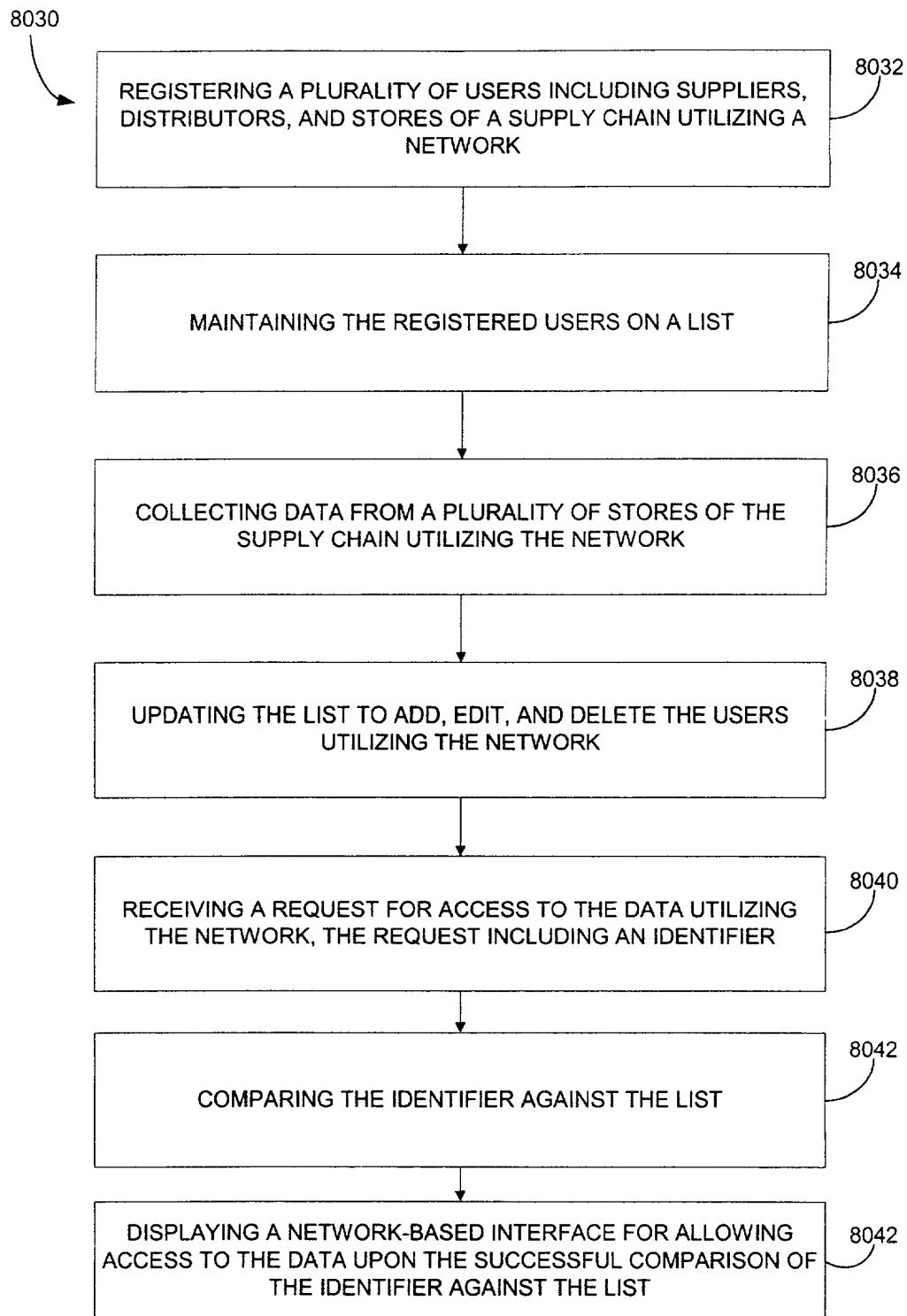
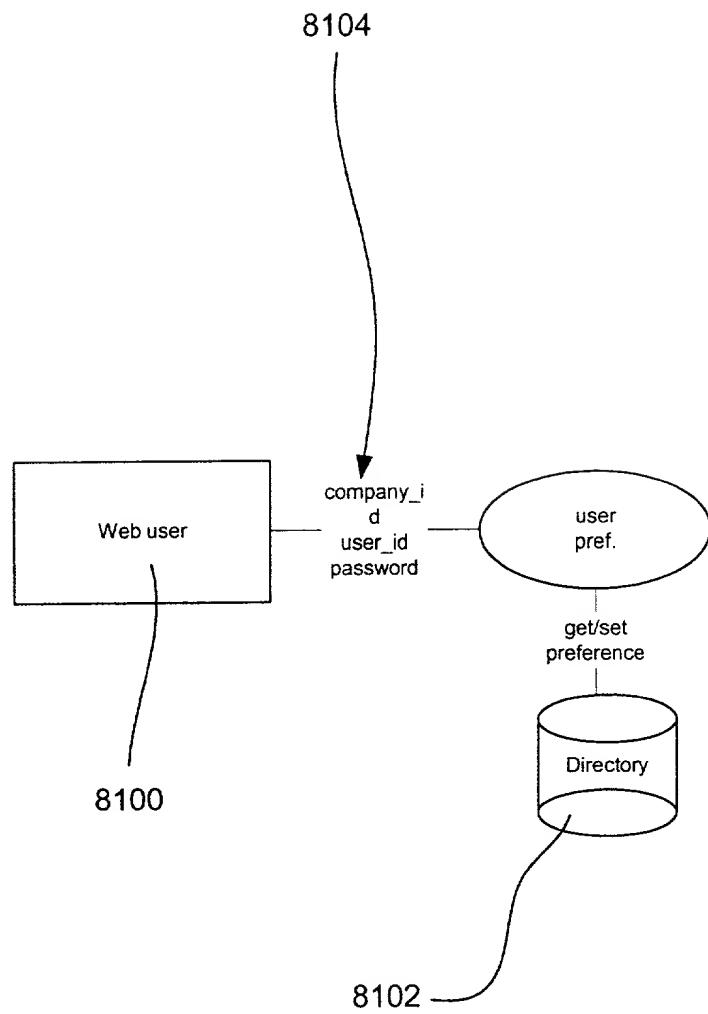


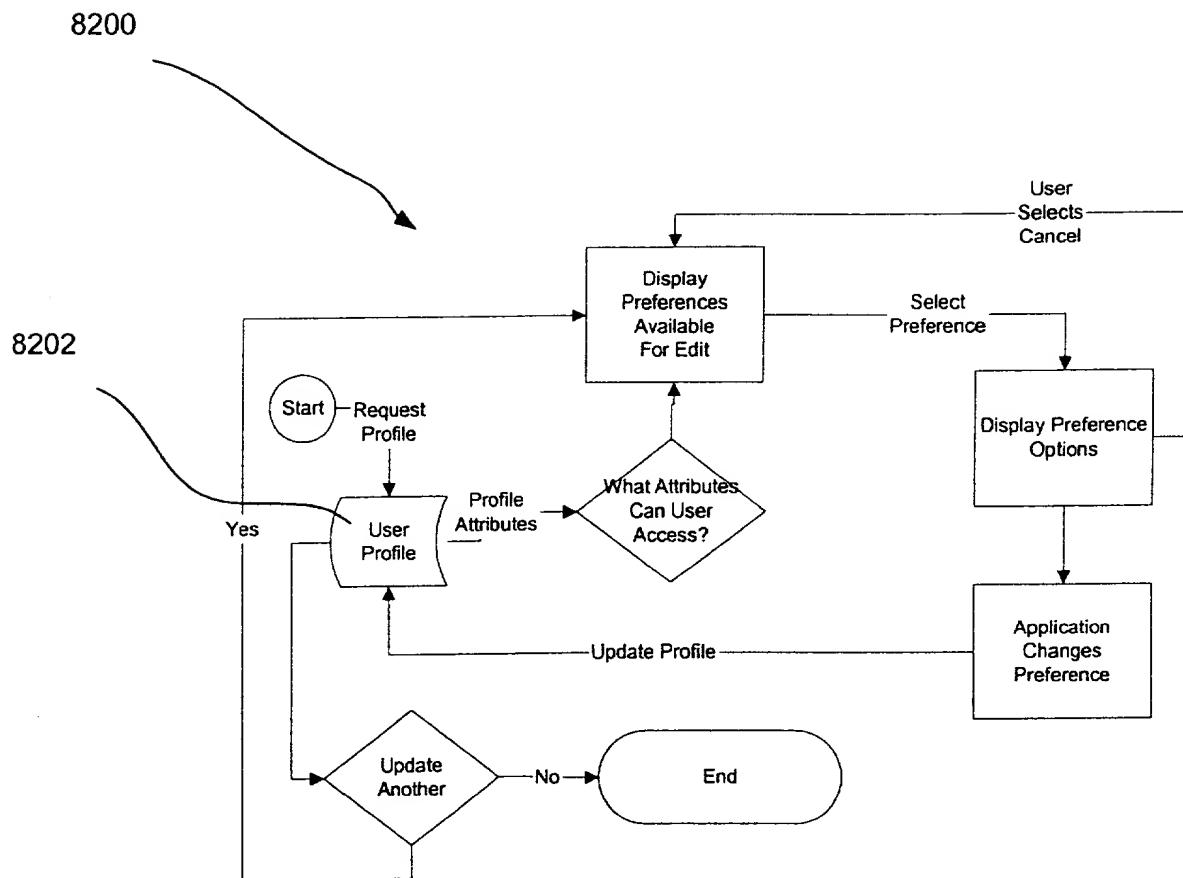
Fig. 79



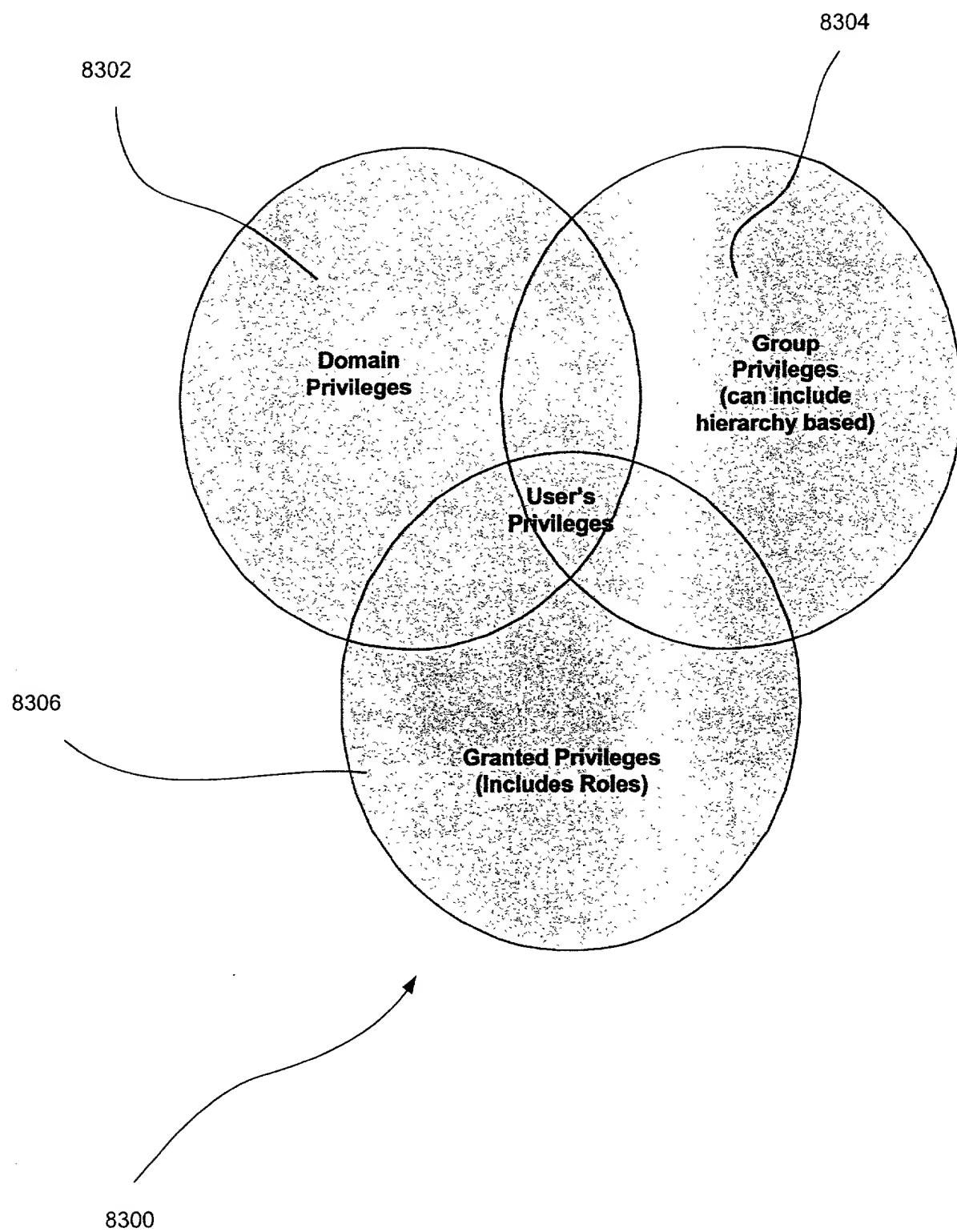
**FIG. 80**



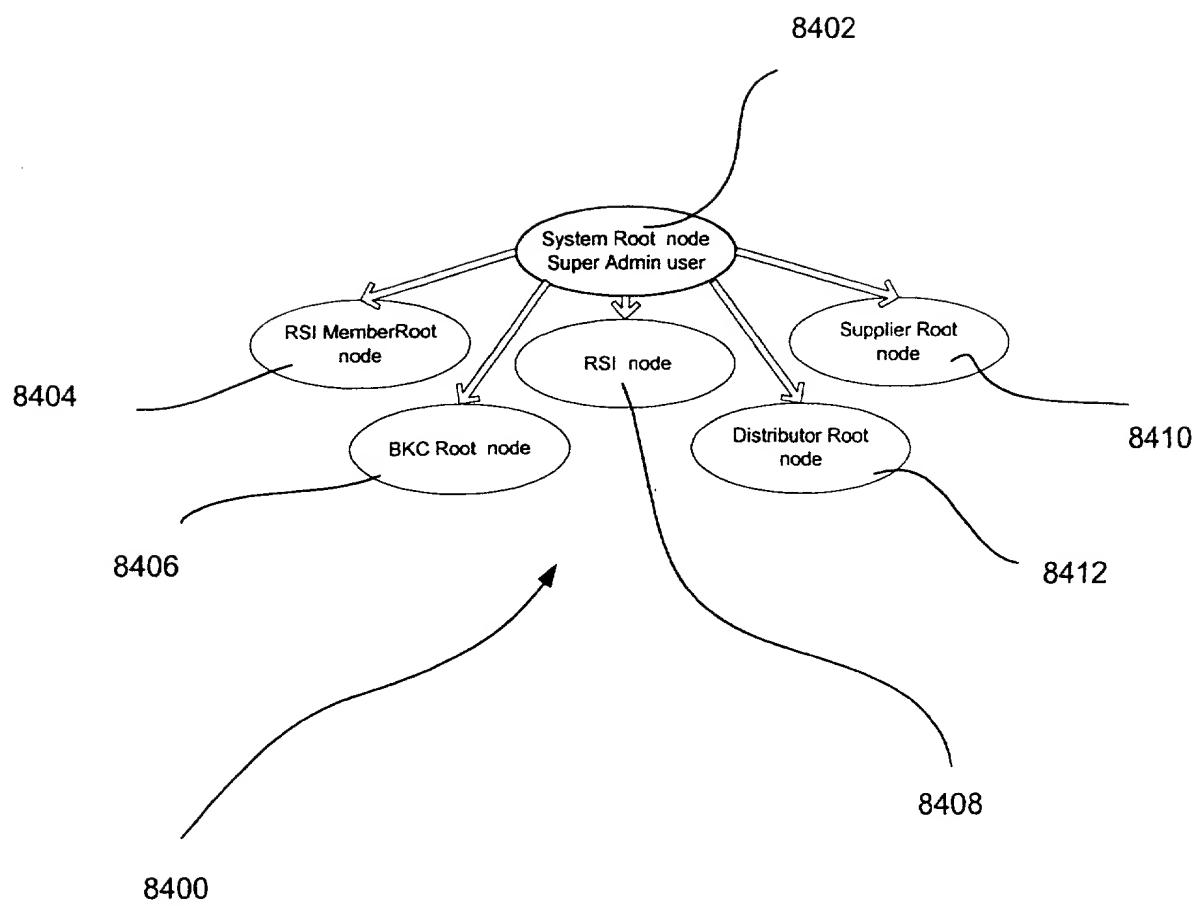
**Fig. 81**



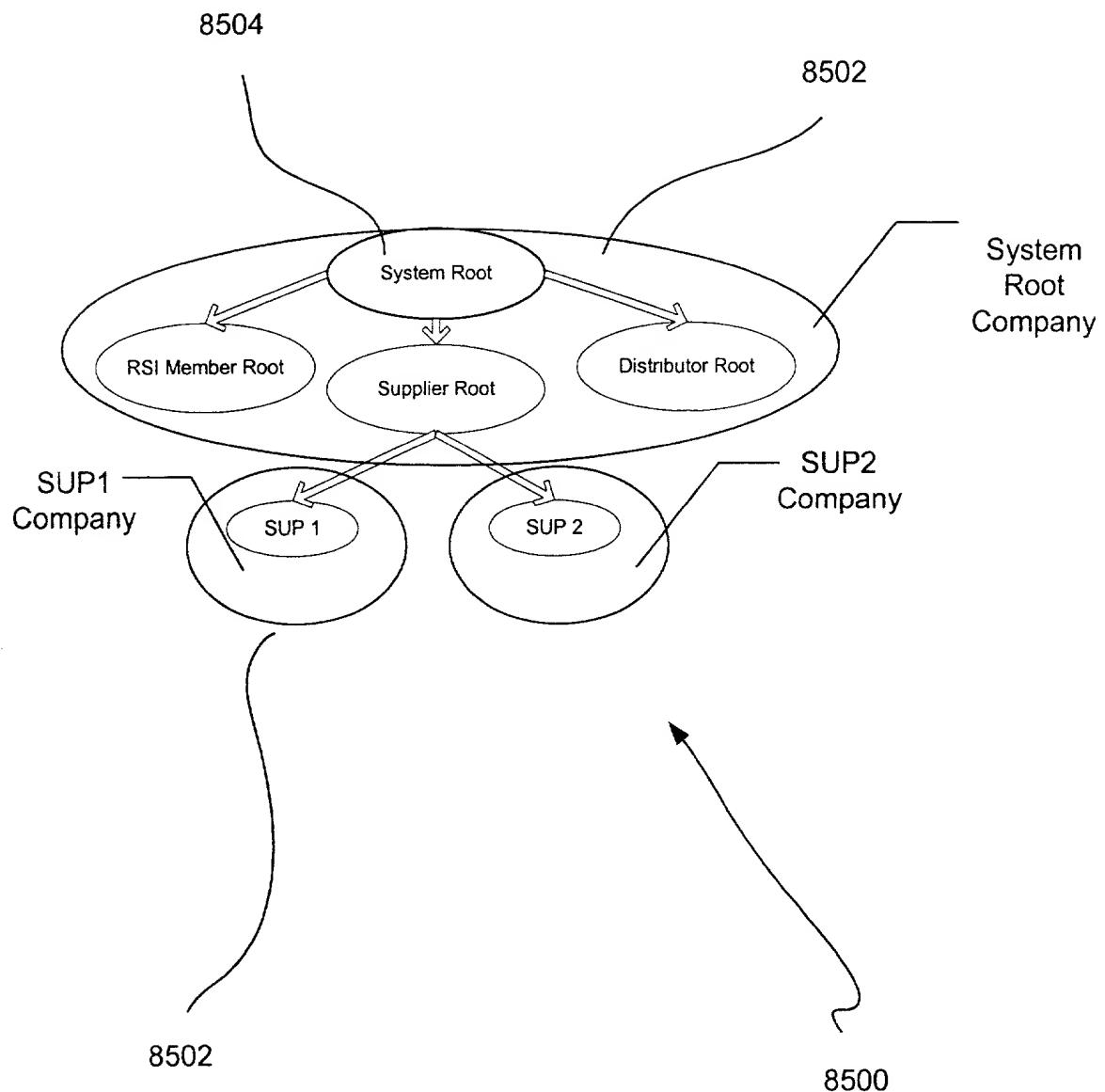
**Fig. 82**



**Fig. 83**



**Fig. 84**



**Fig. 85**

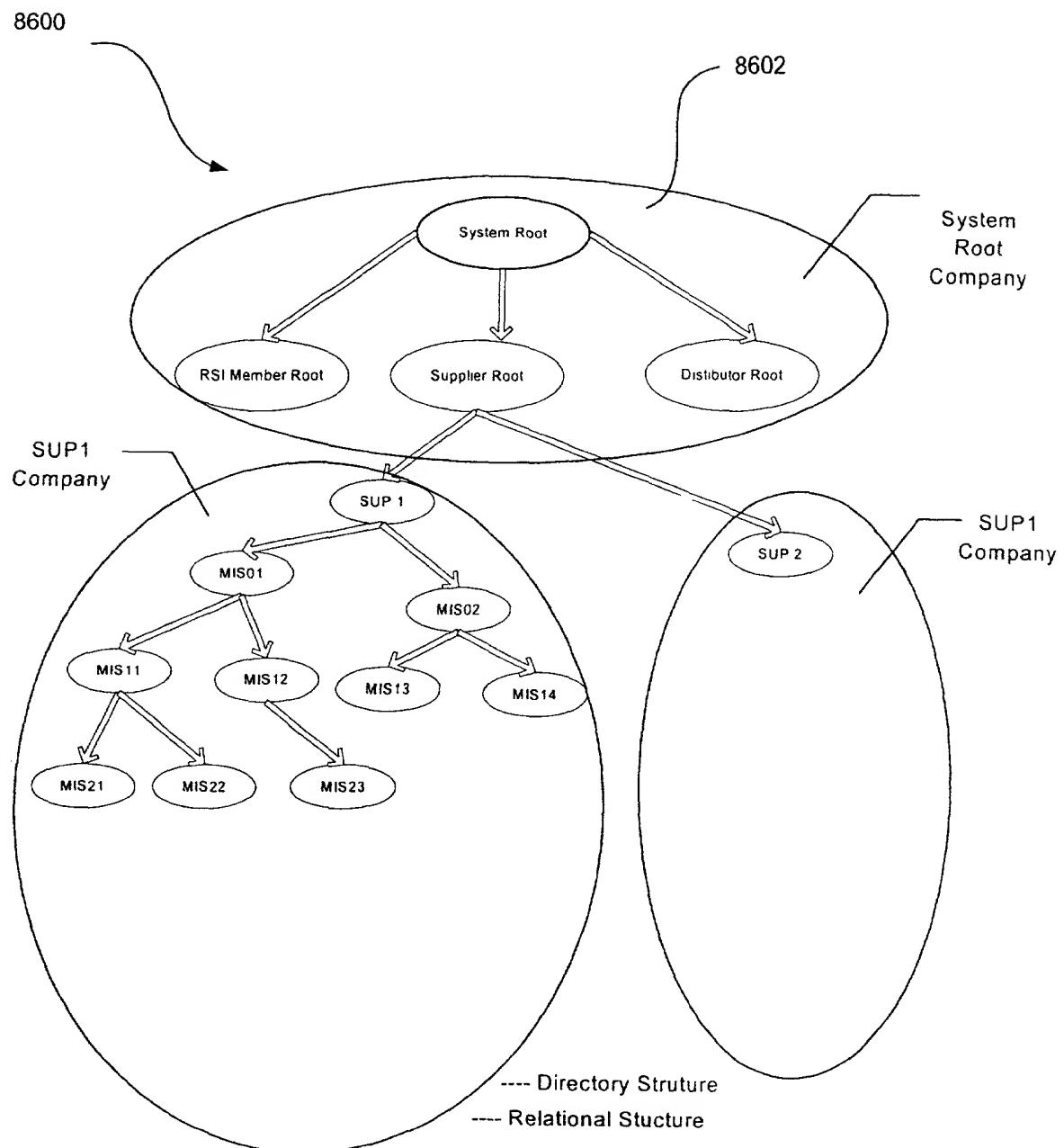


Fig. 86

8700

### Group Hierarchy Management: Data Flow

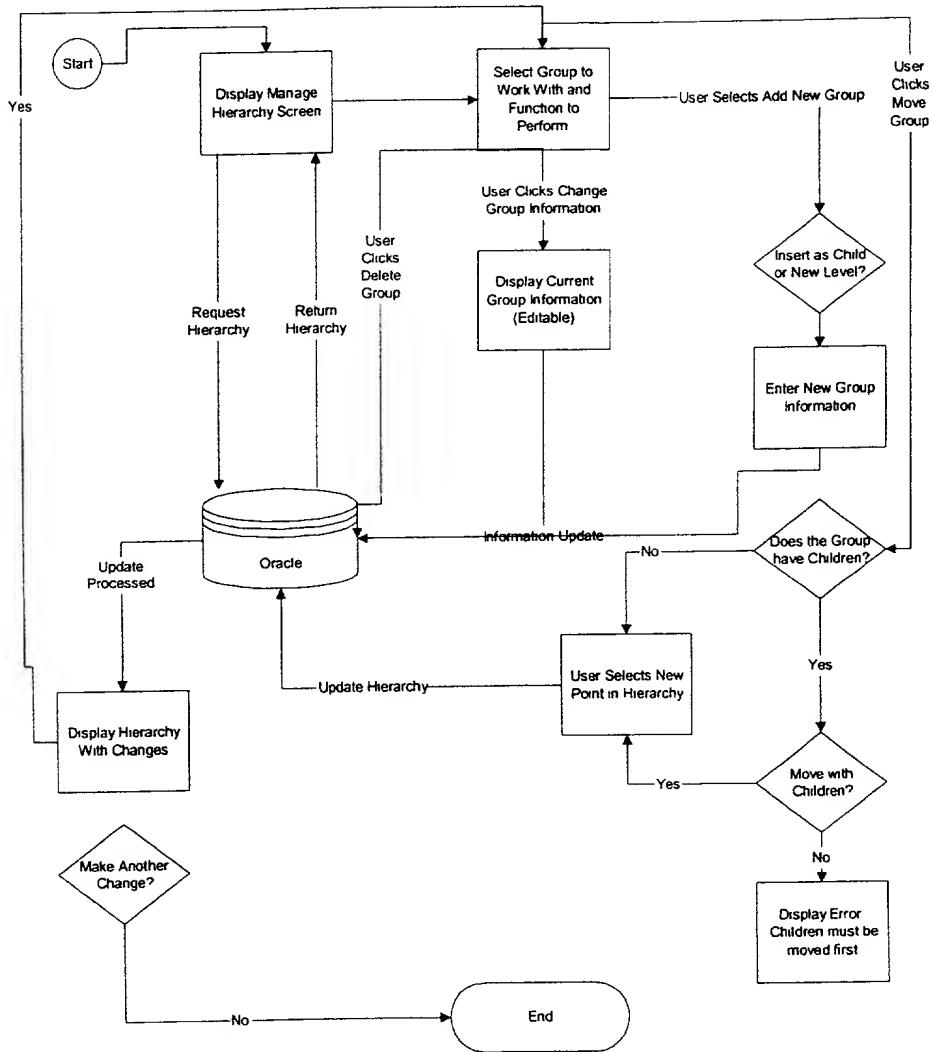


Fig. 87

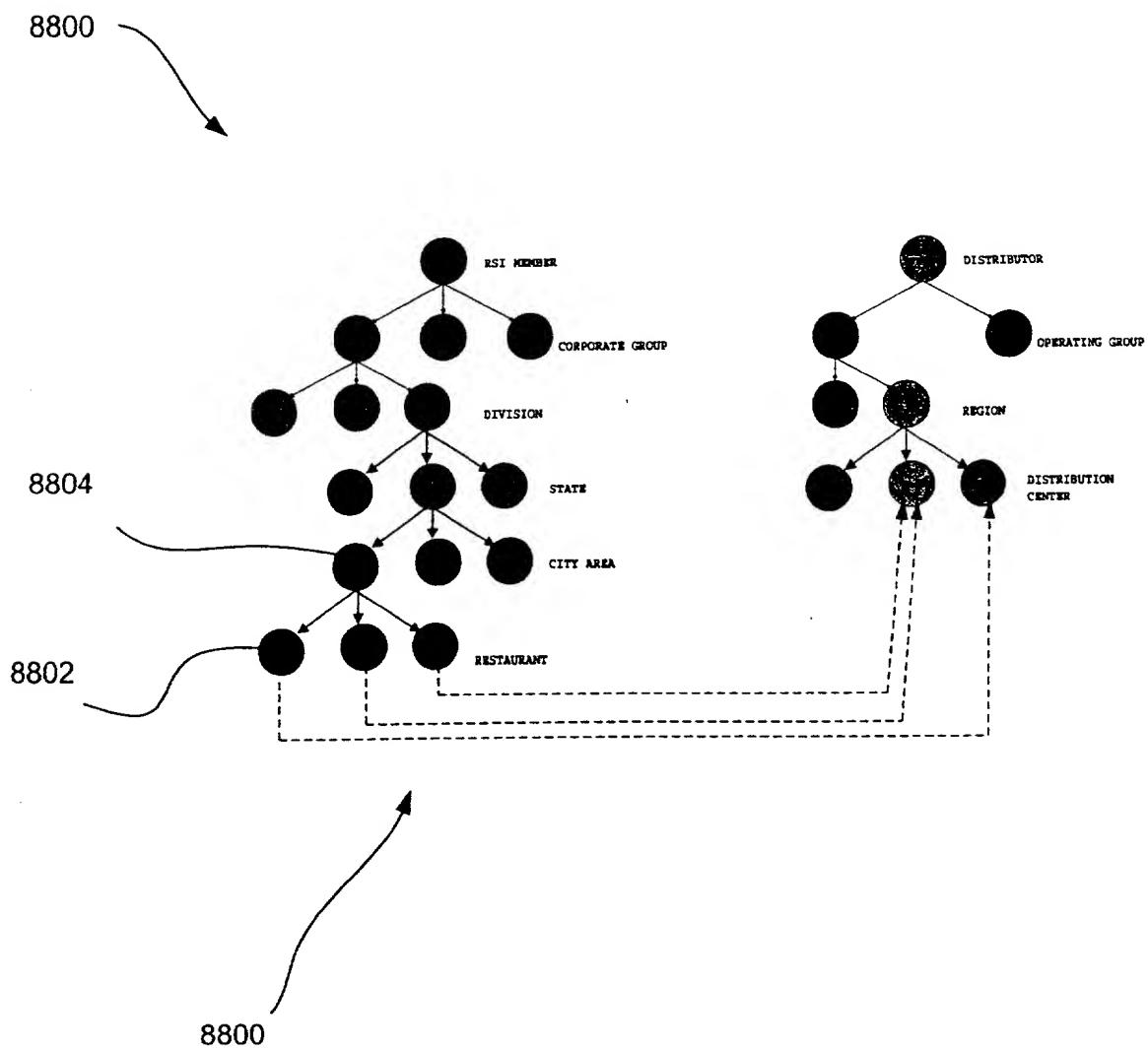


Fig. 88

8902  
→

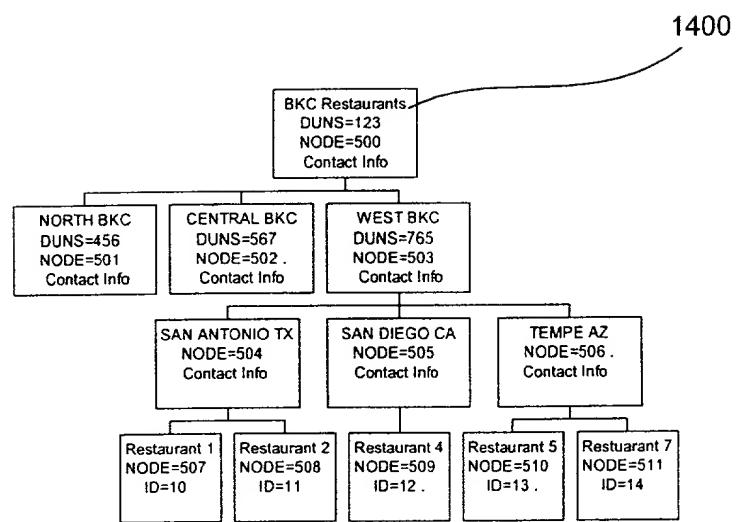
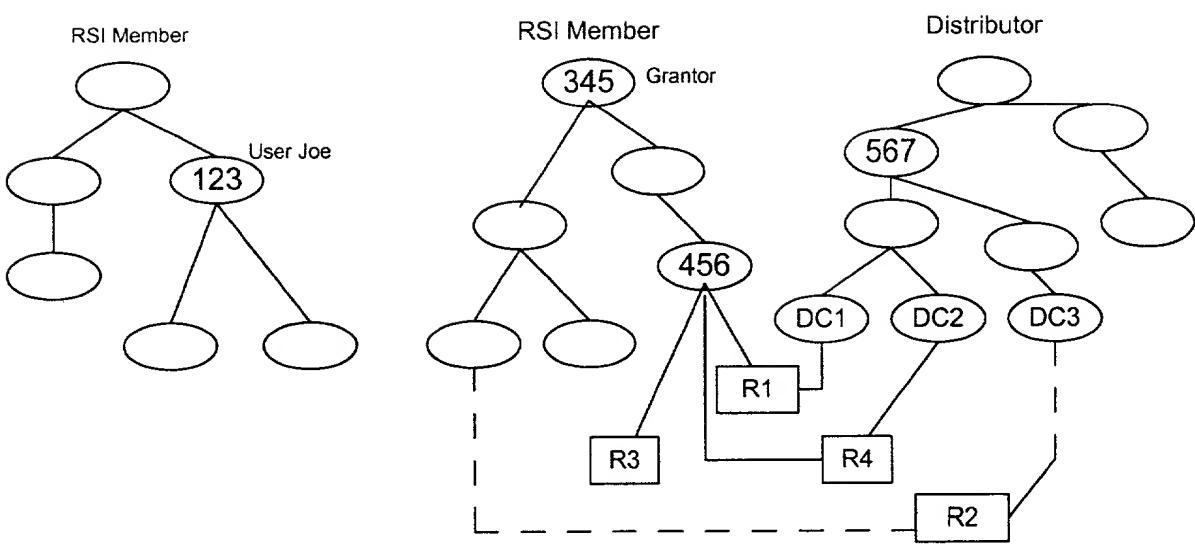


Fig. 89

9000



**FIG. 90**

9100

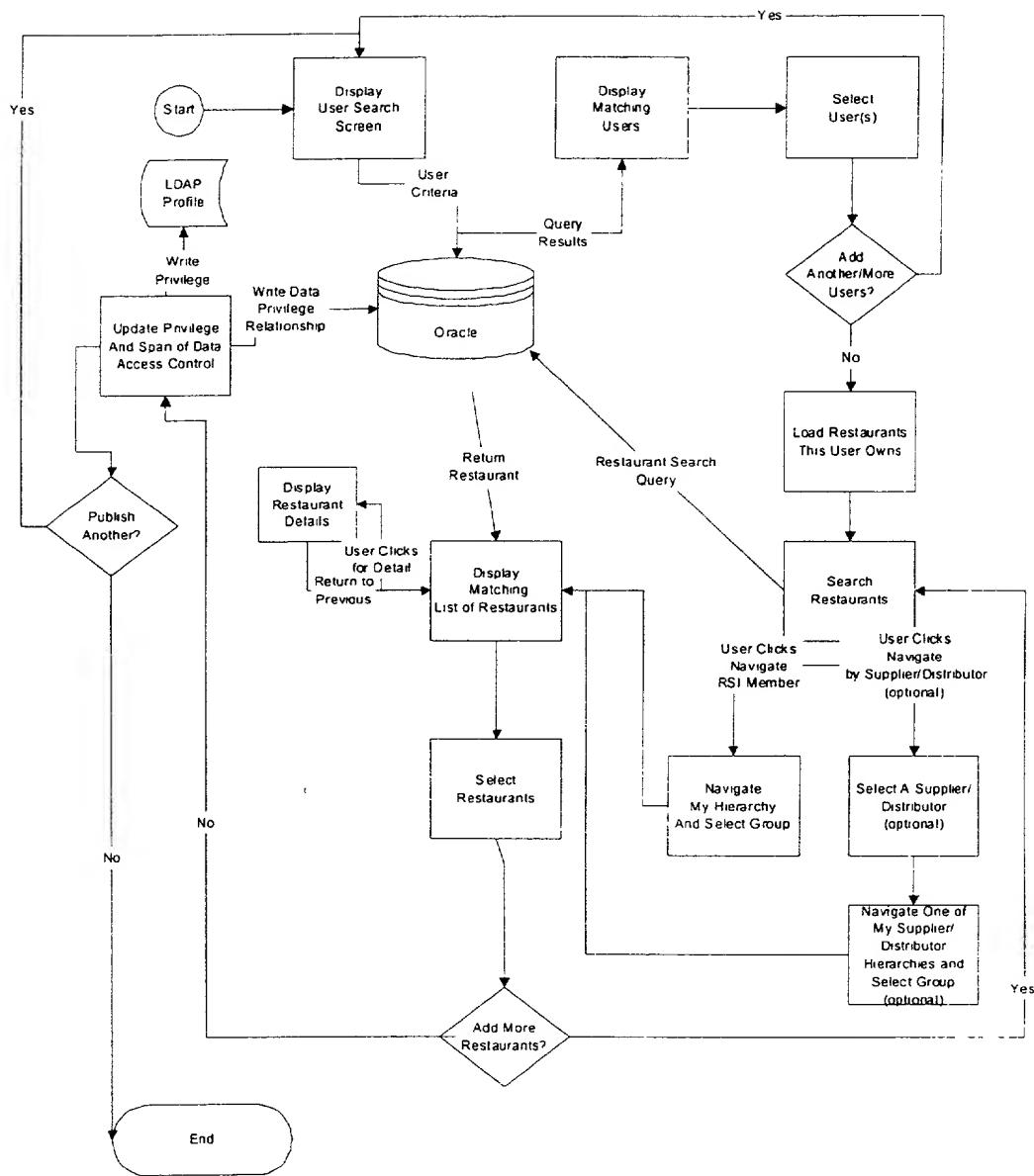
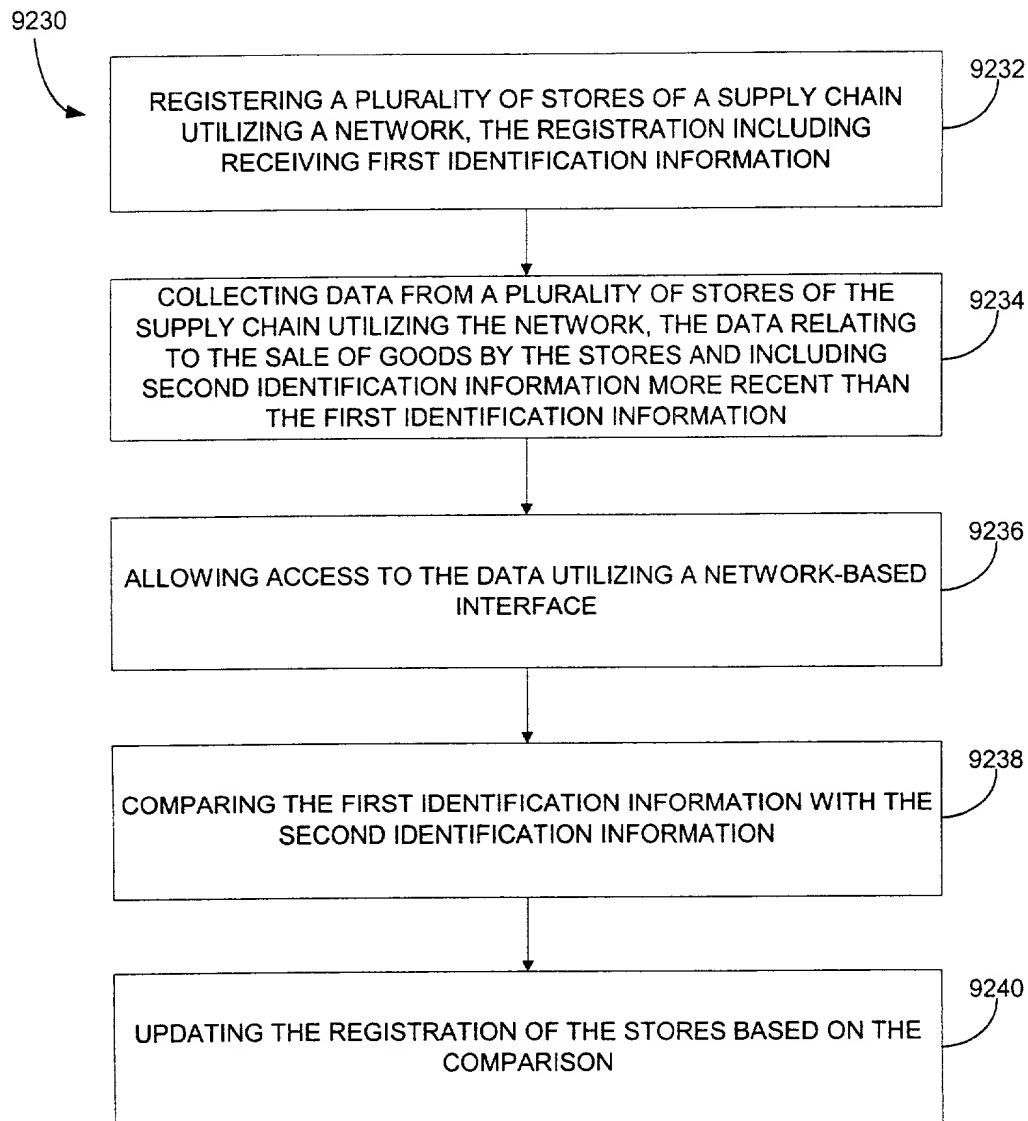
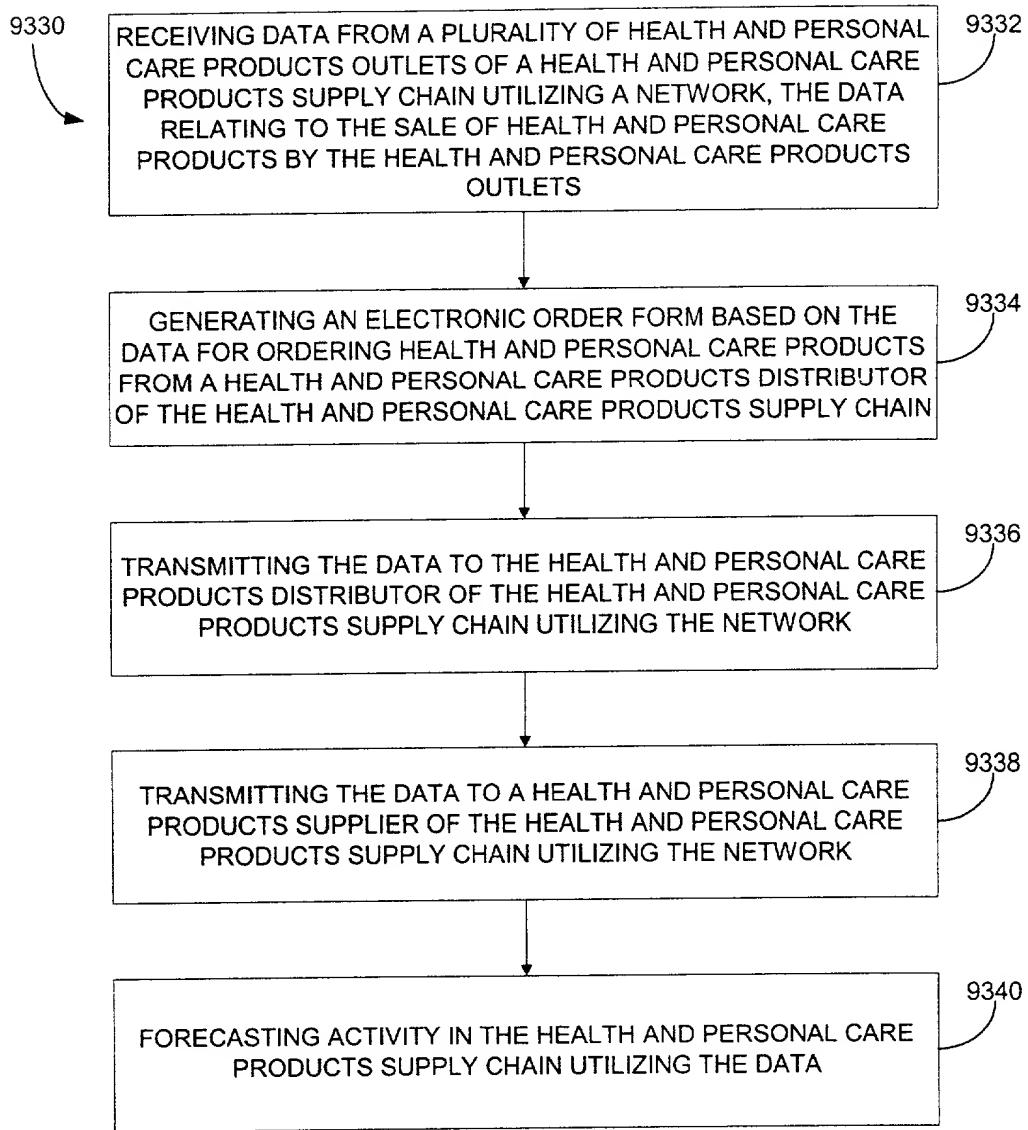


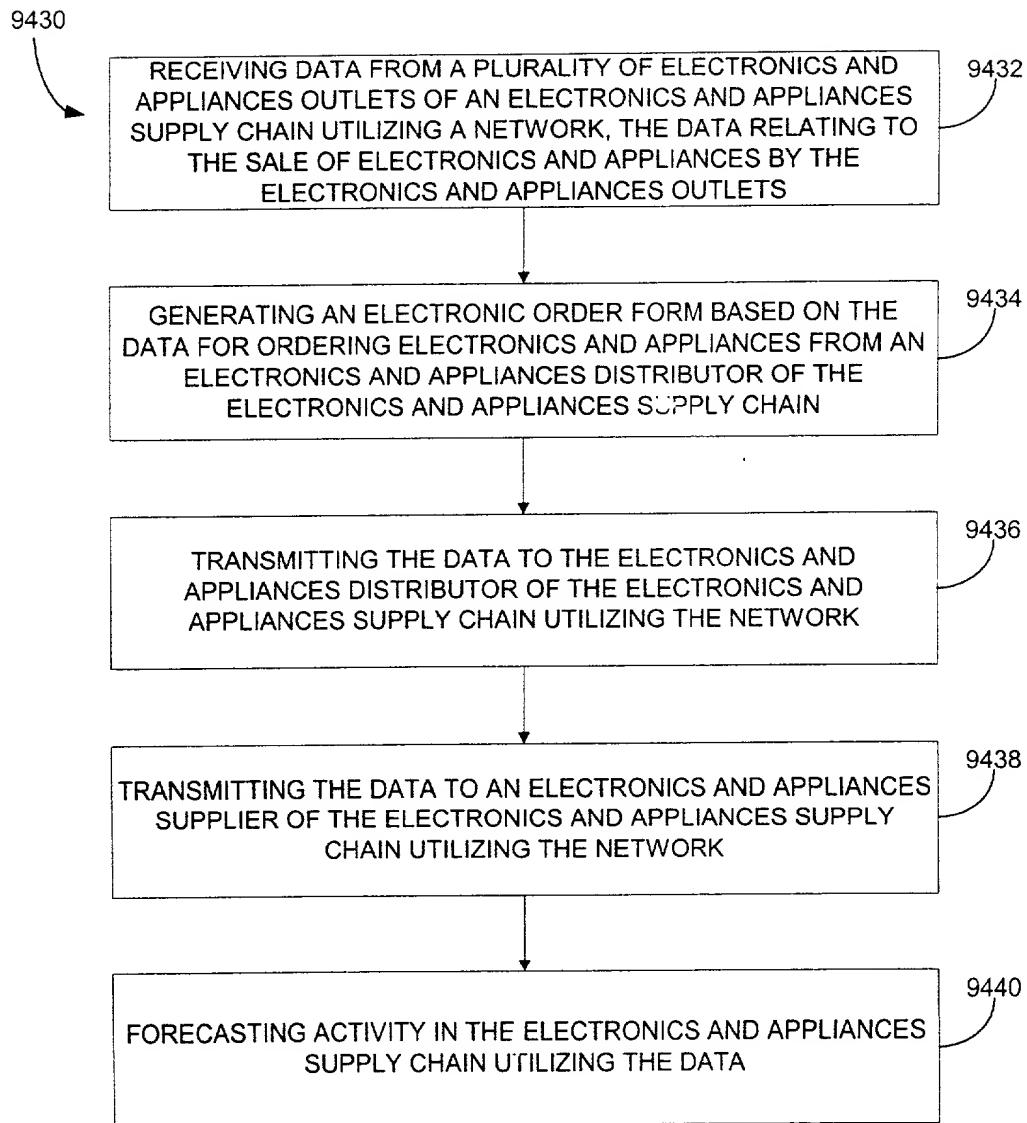
Fig. 91



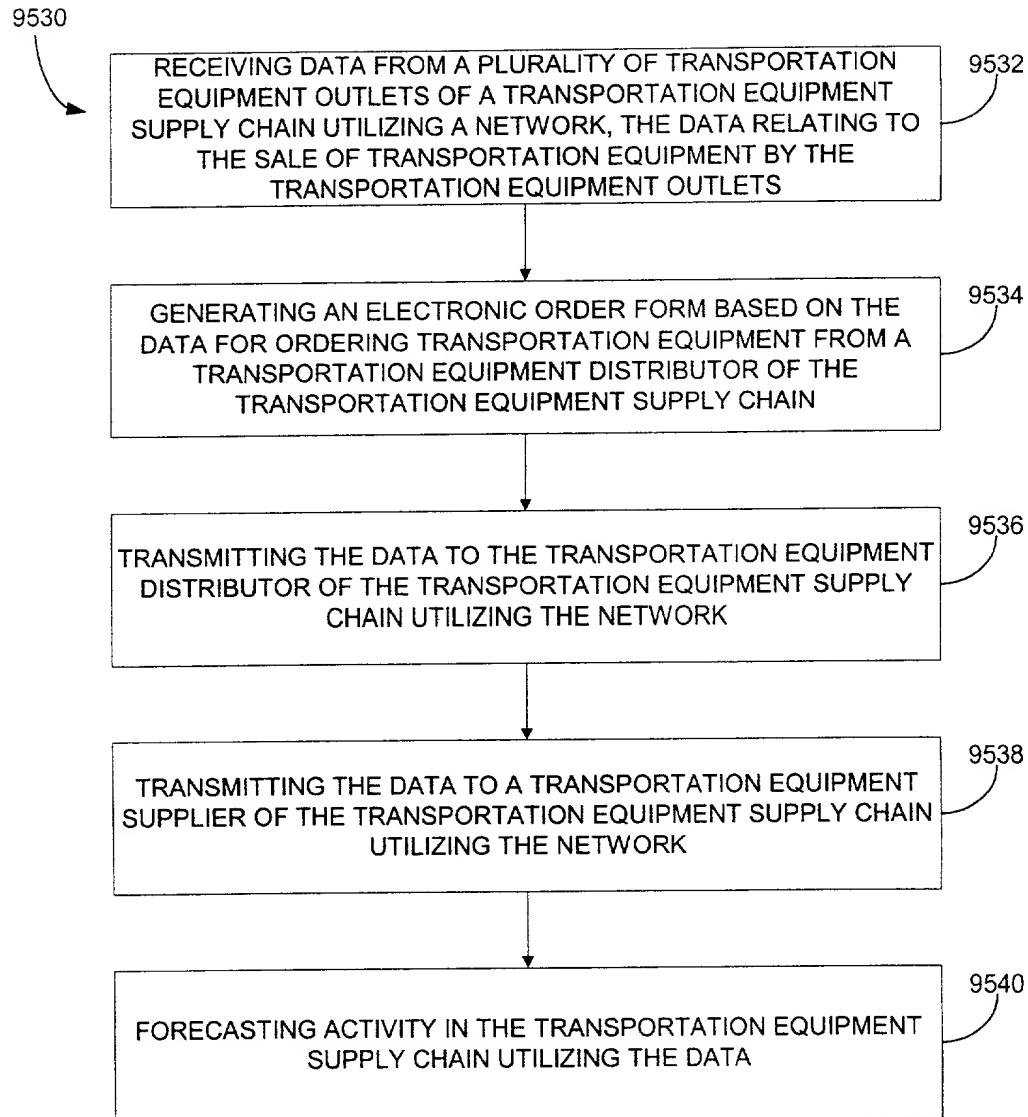
**FIG. 92**



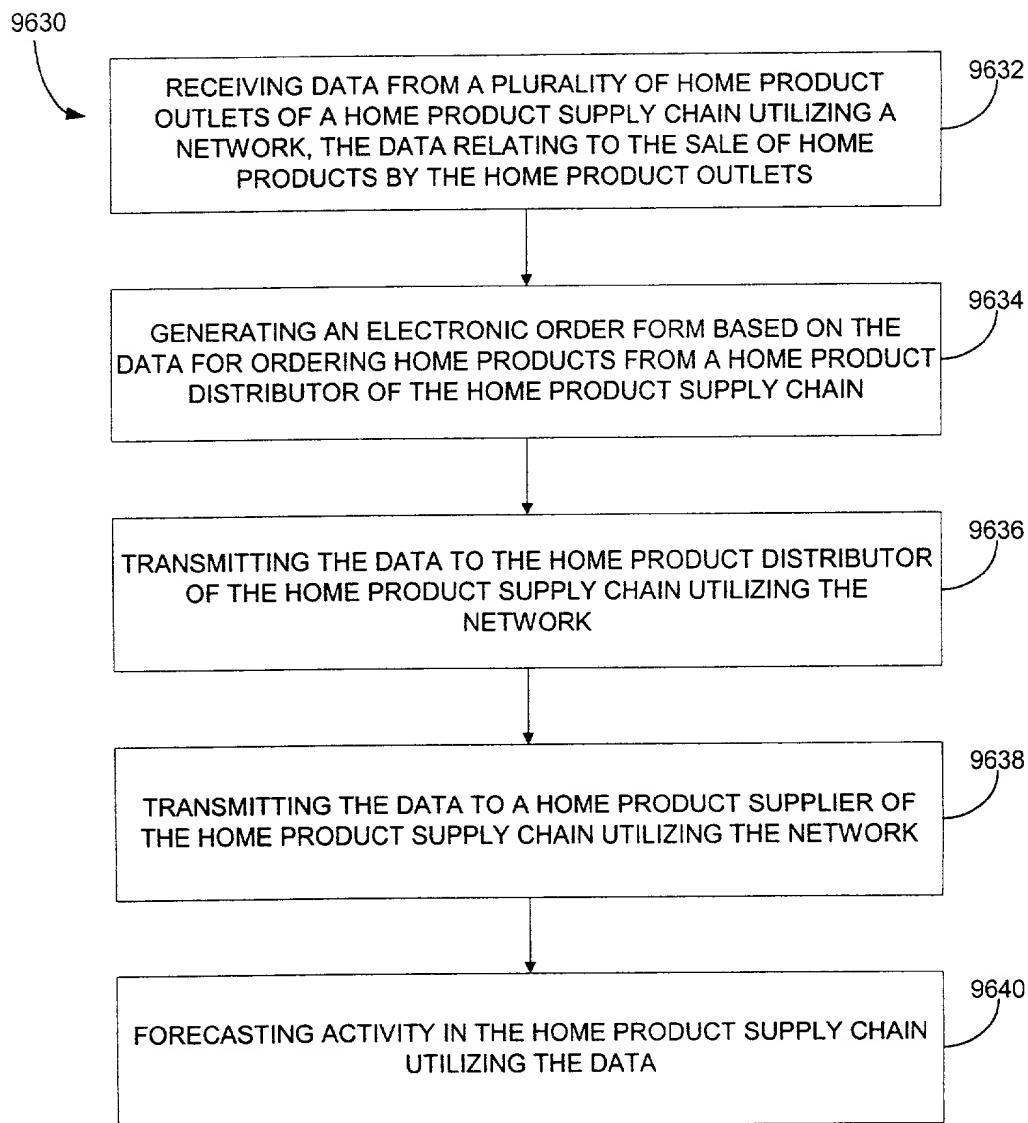
**FIG. 93**



**FIG. 94**



**FIG. 95**



**FIG. 96**

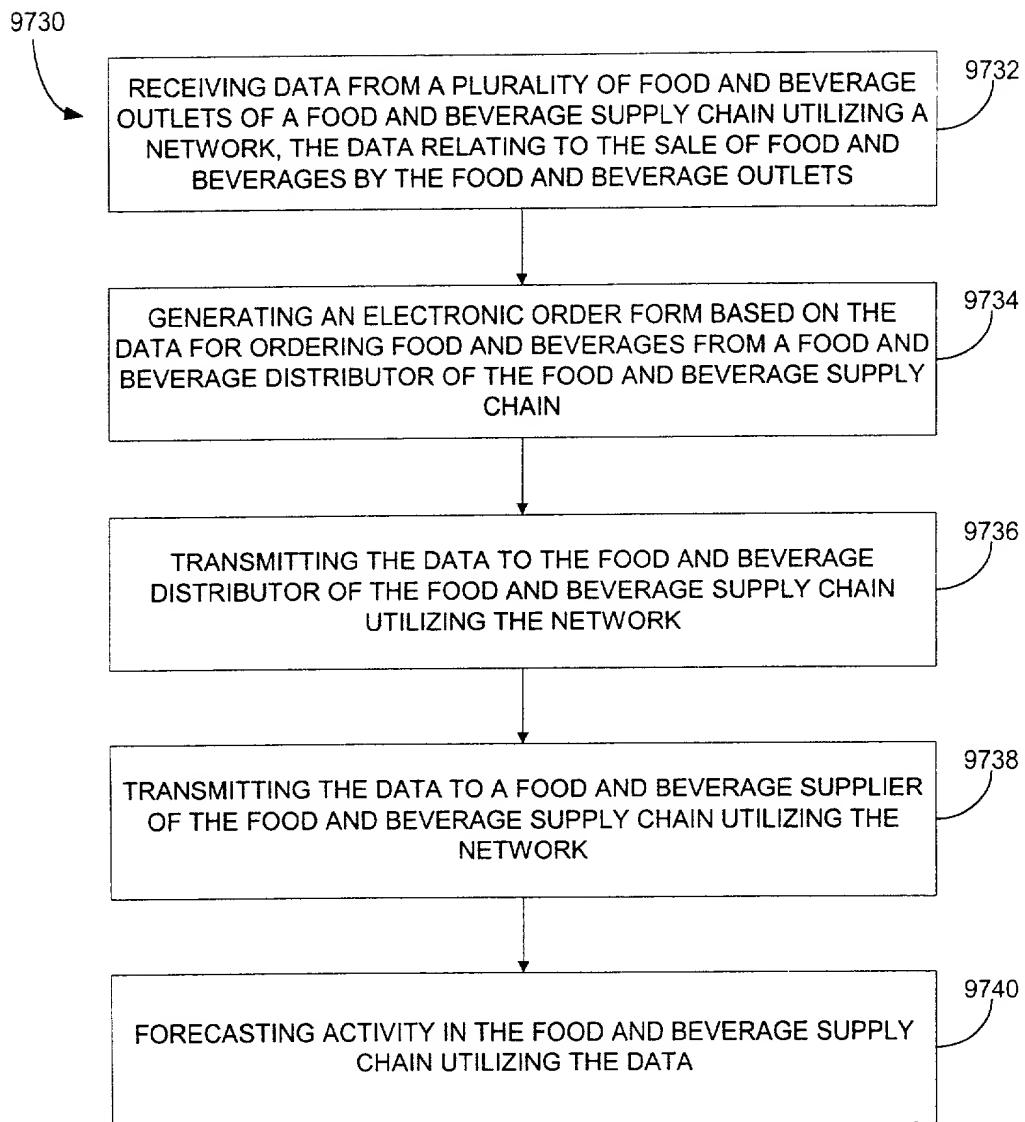
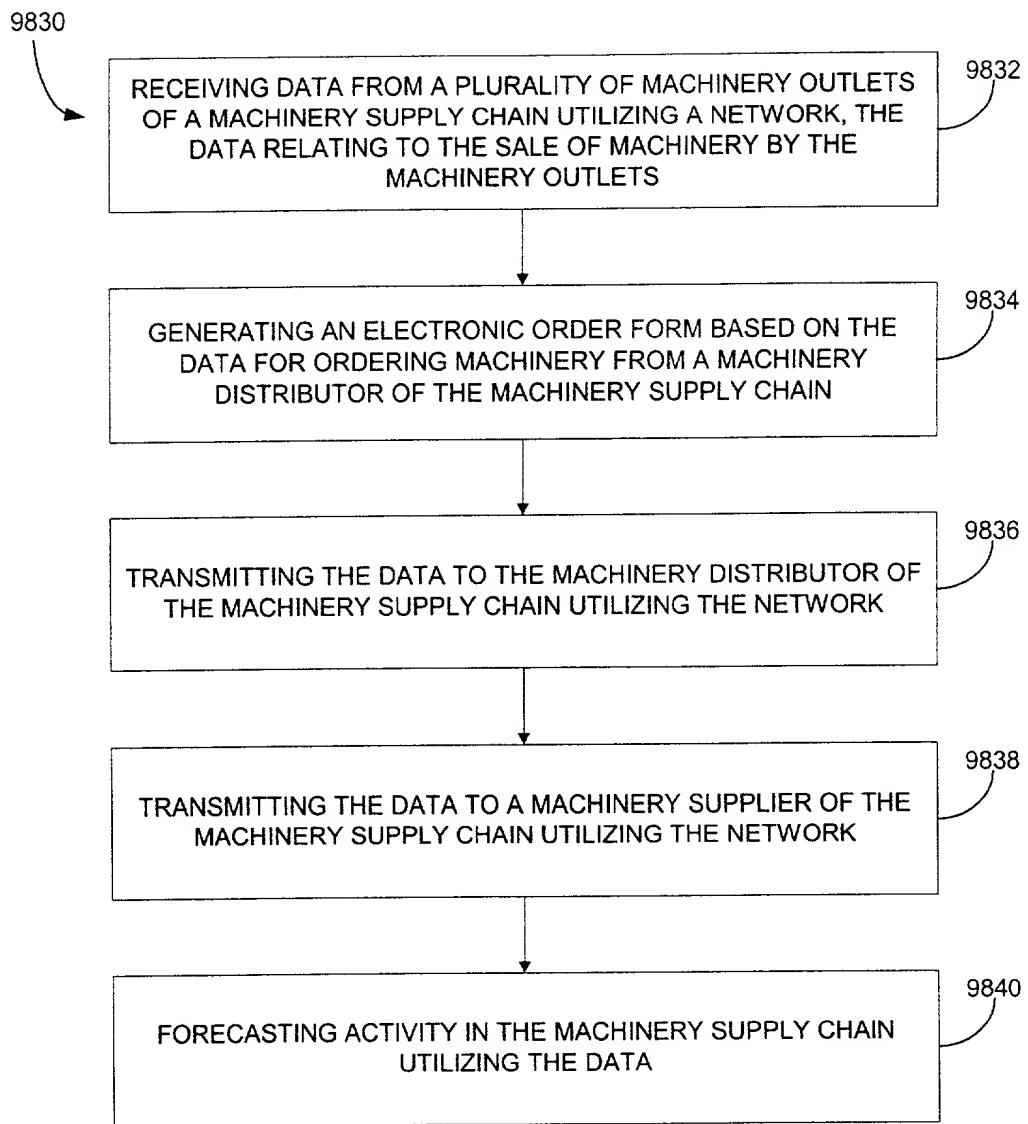
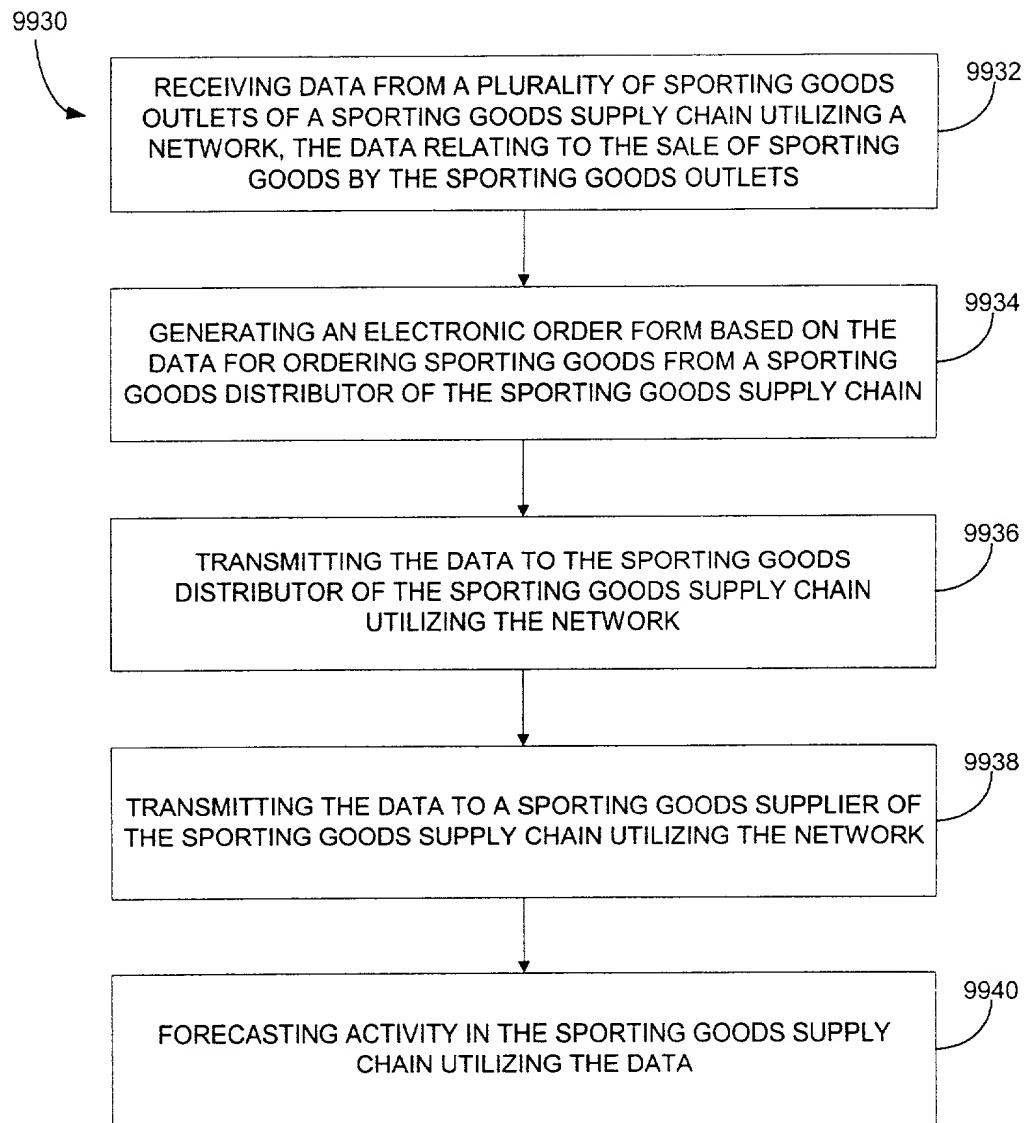


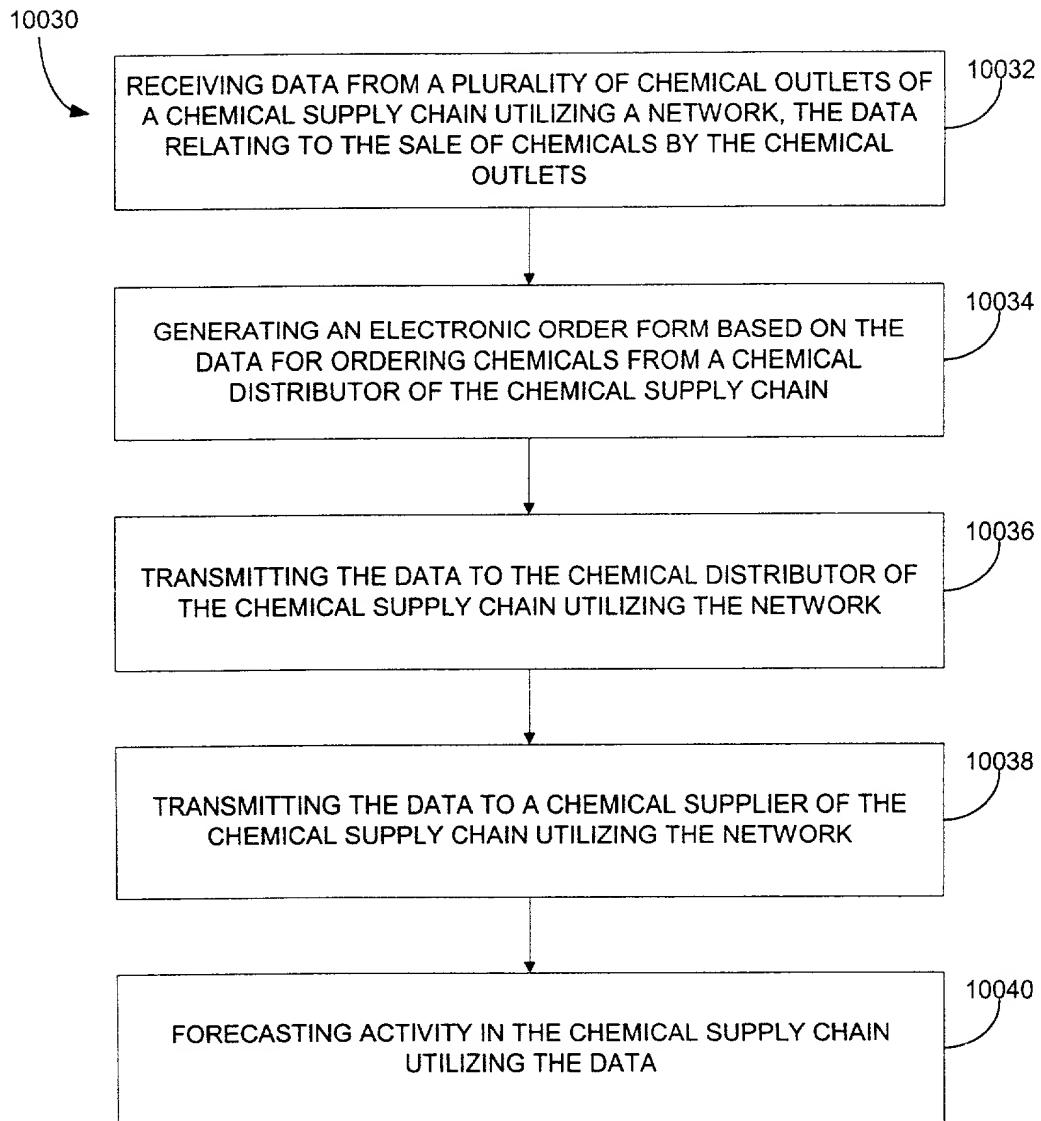
FIG. 97



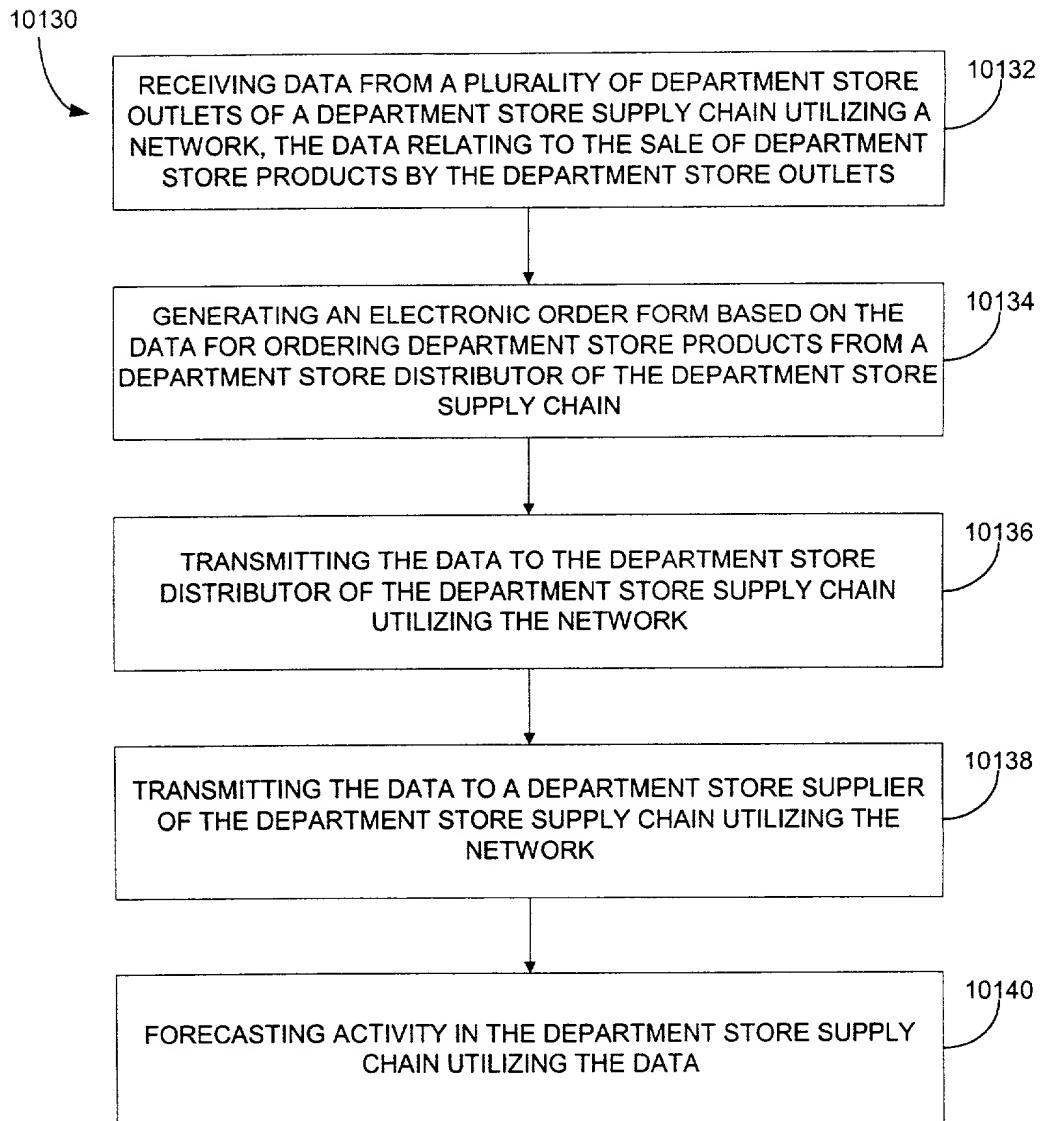
**FIG. 98**



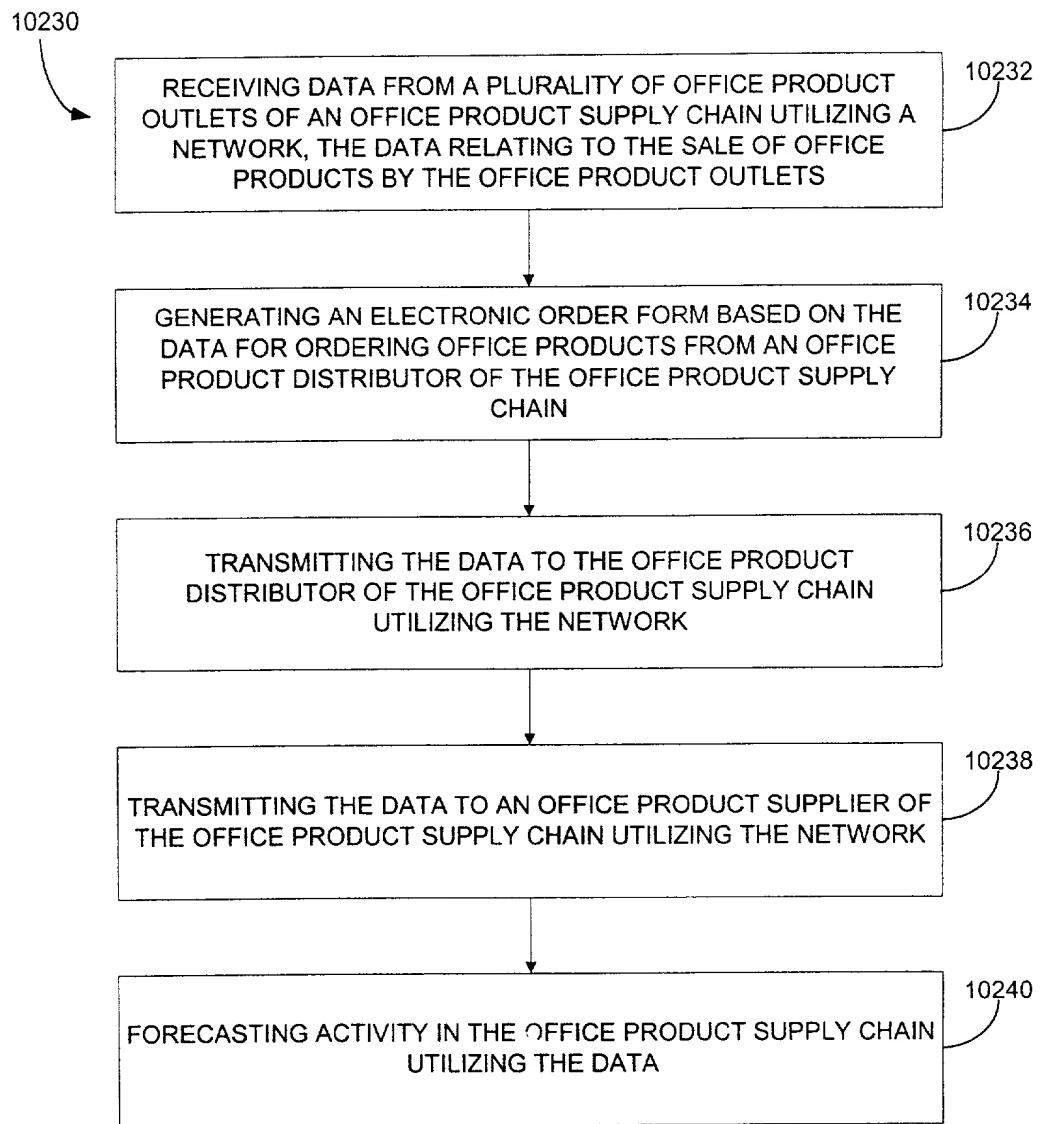
**FIG. 99**



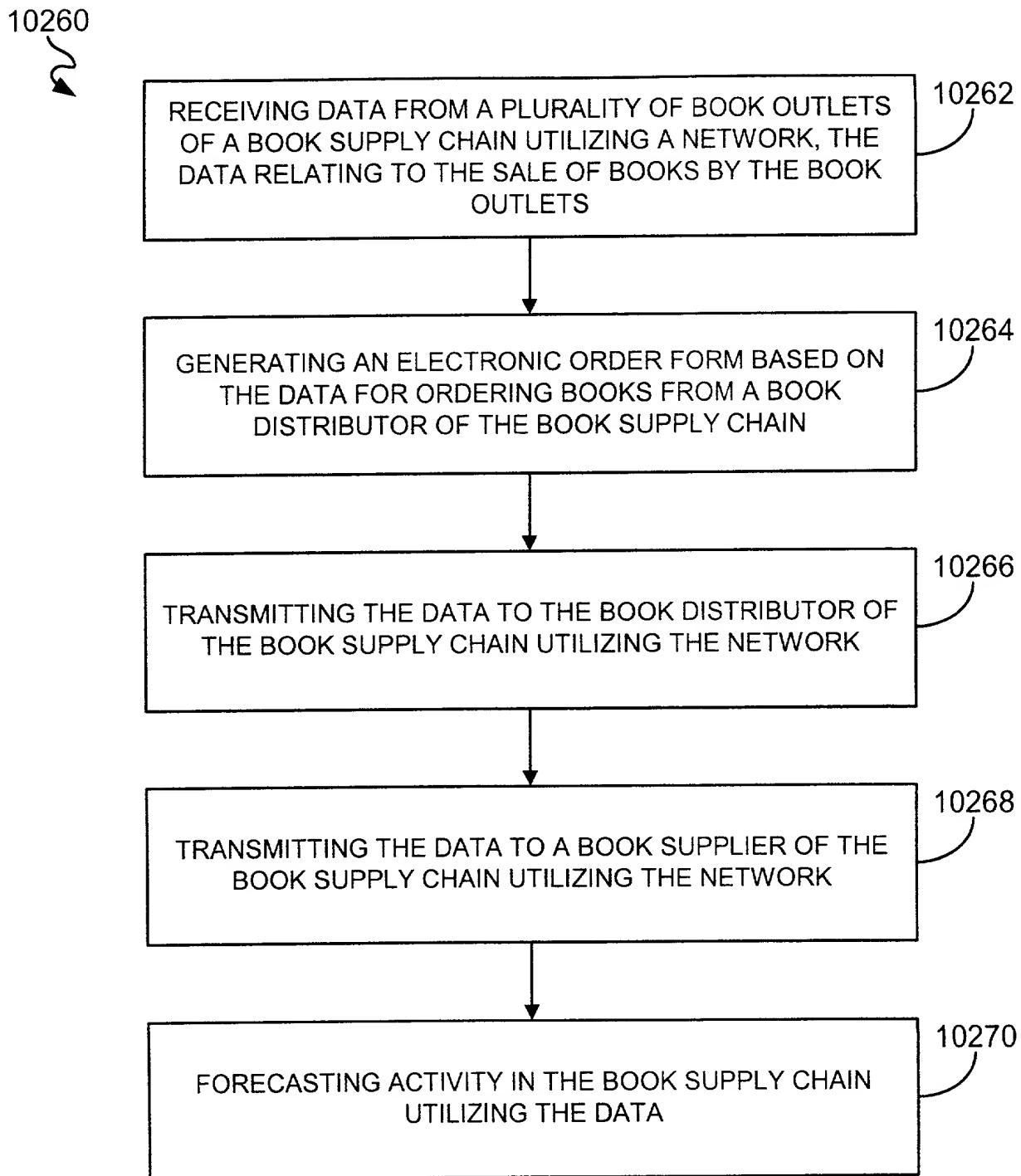
**FIG. 100**



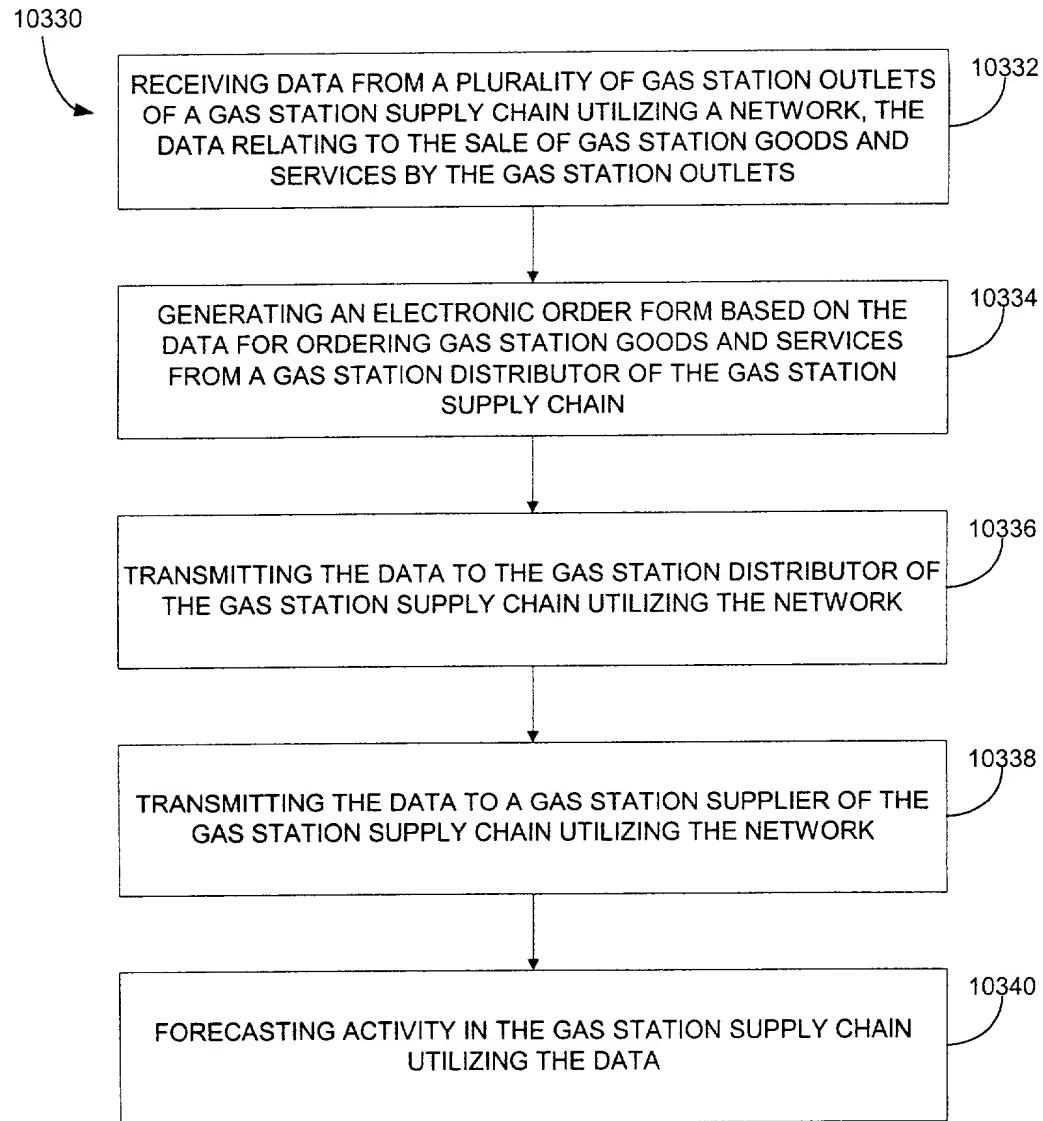
**FIG. 101**



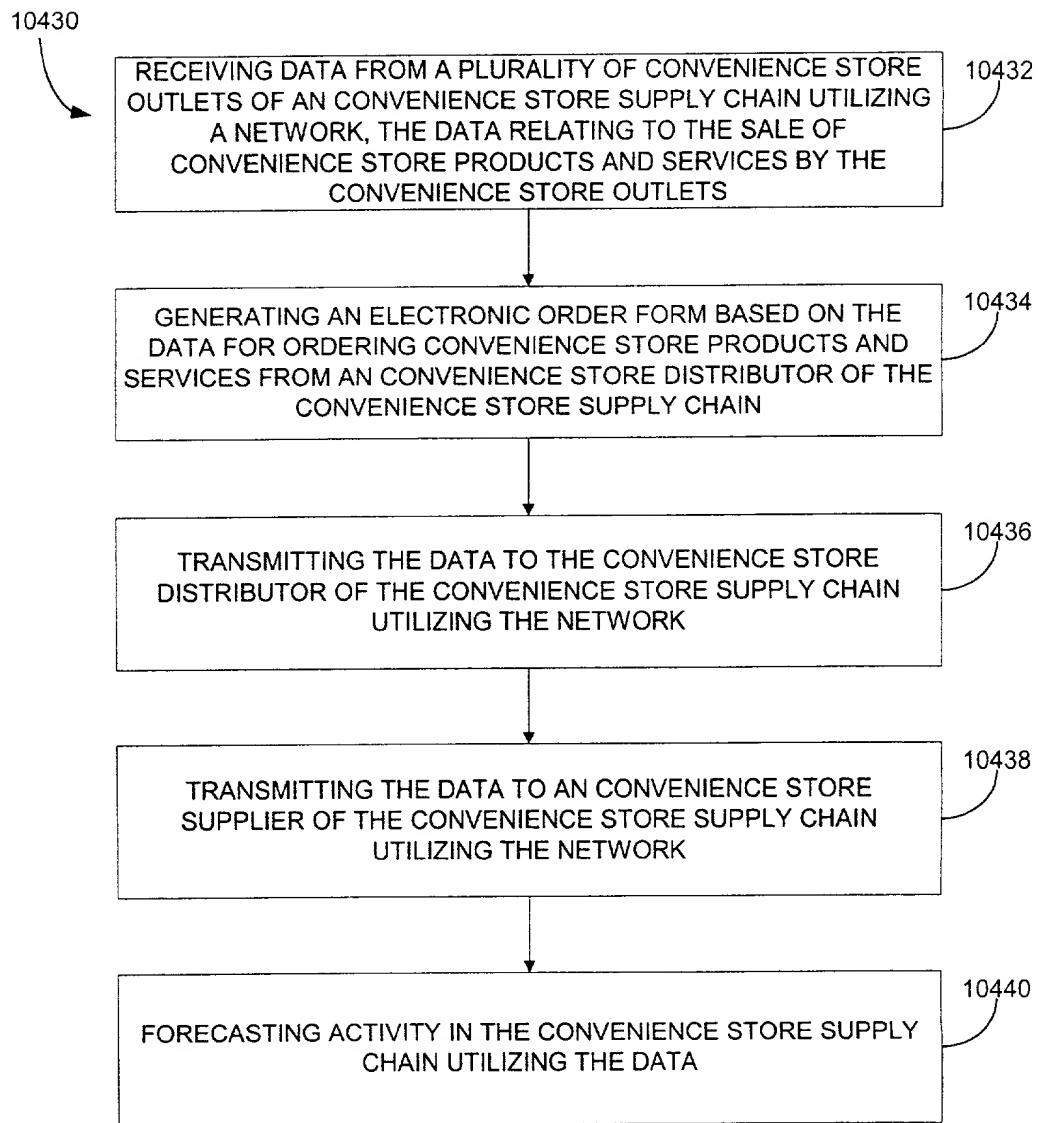
**FIG. 102A**



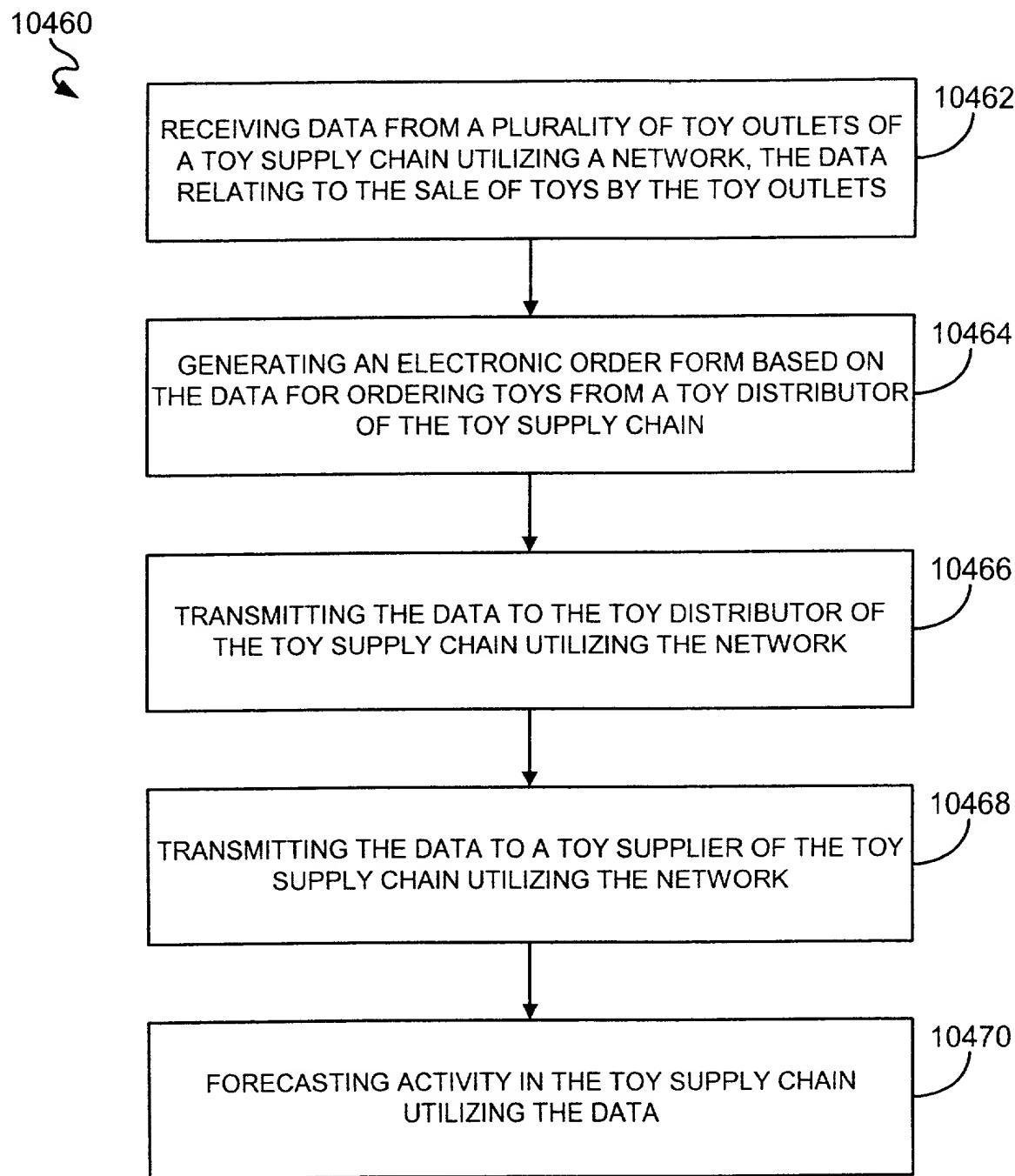
**FIG. 102B**



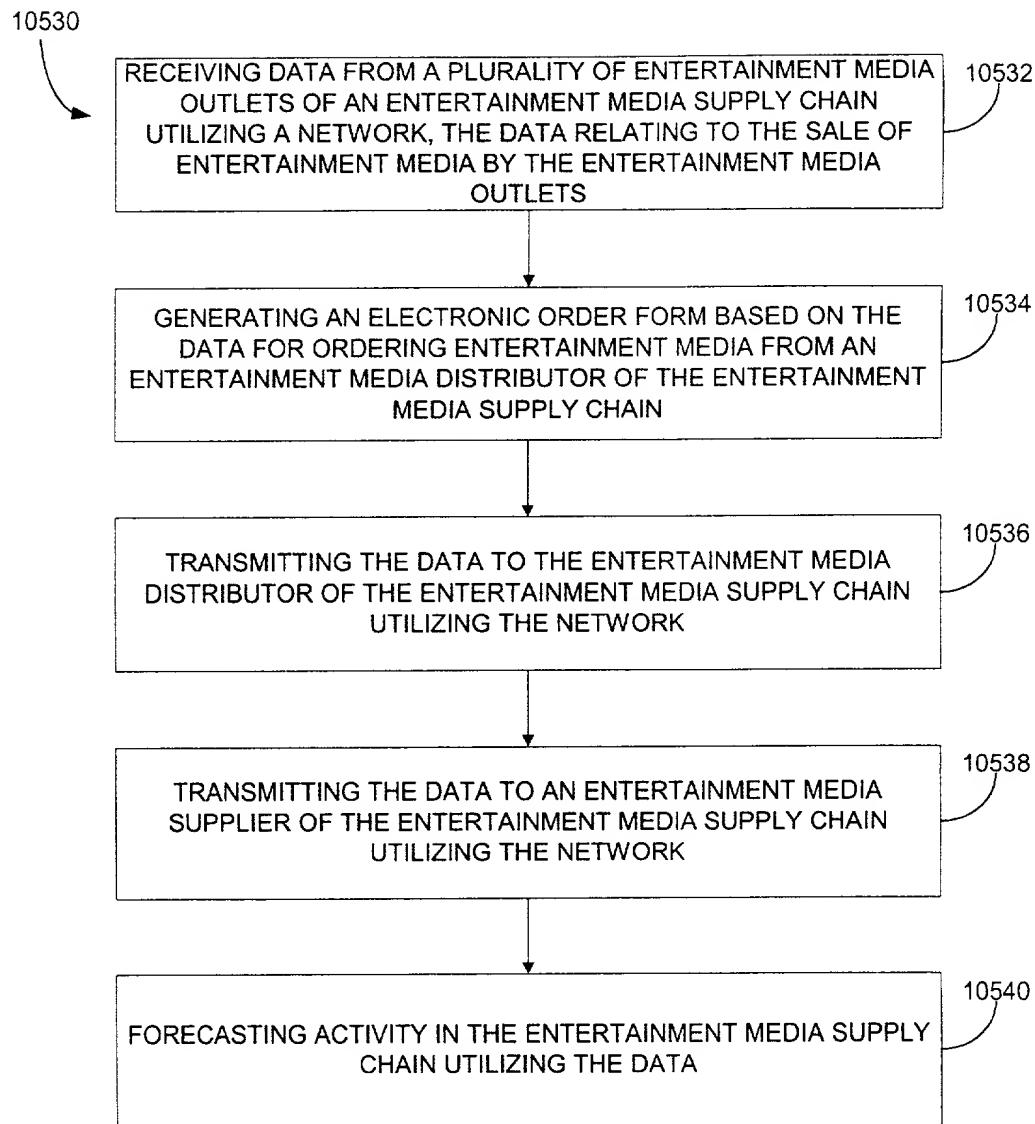
**FIG. 103**



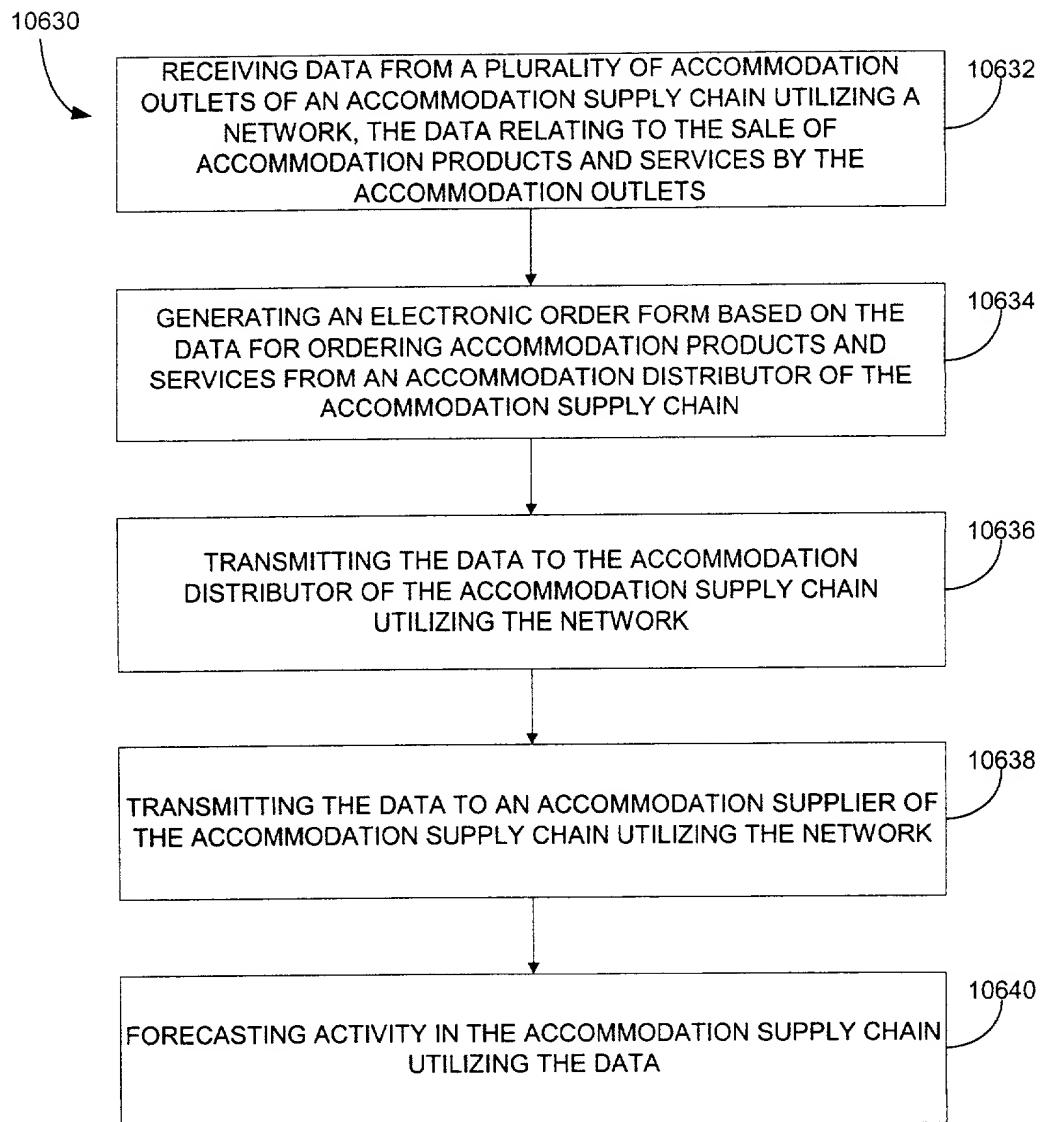
**FIG. 104A**



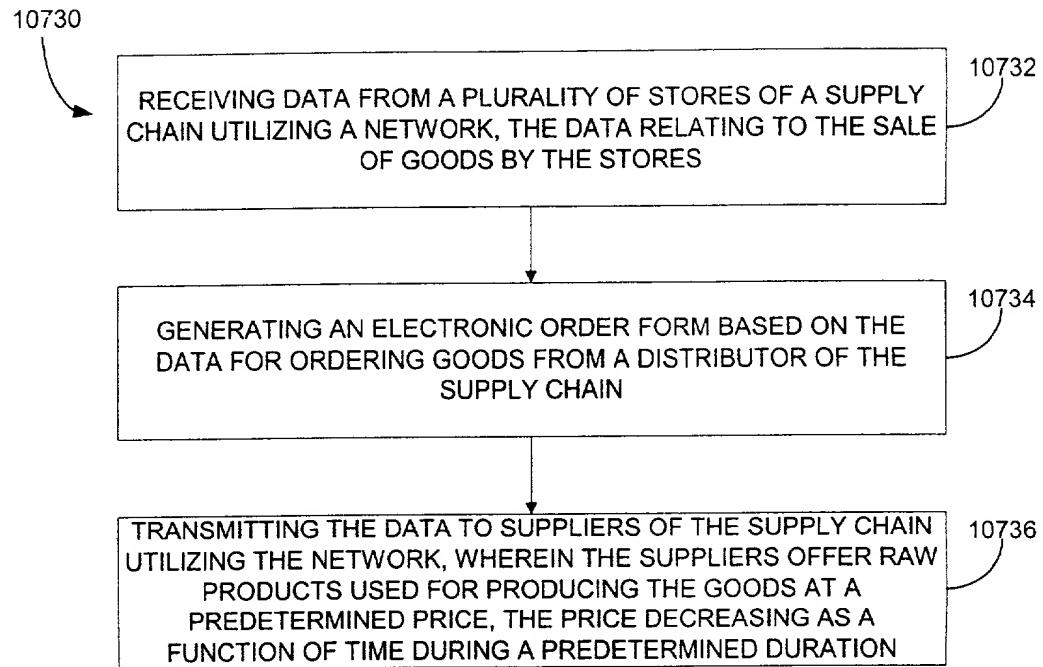
**FIG. 104B**



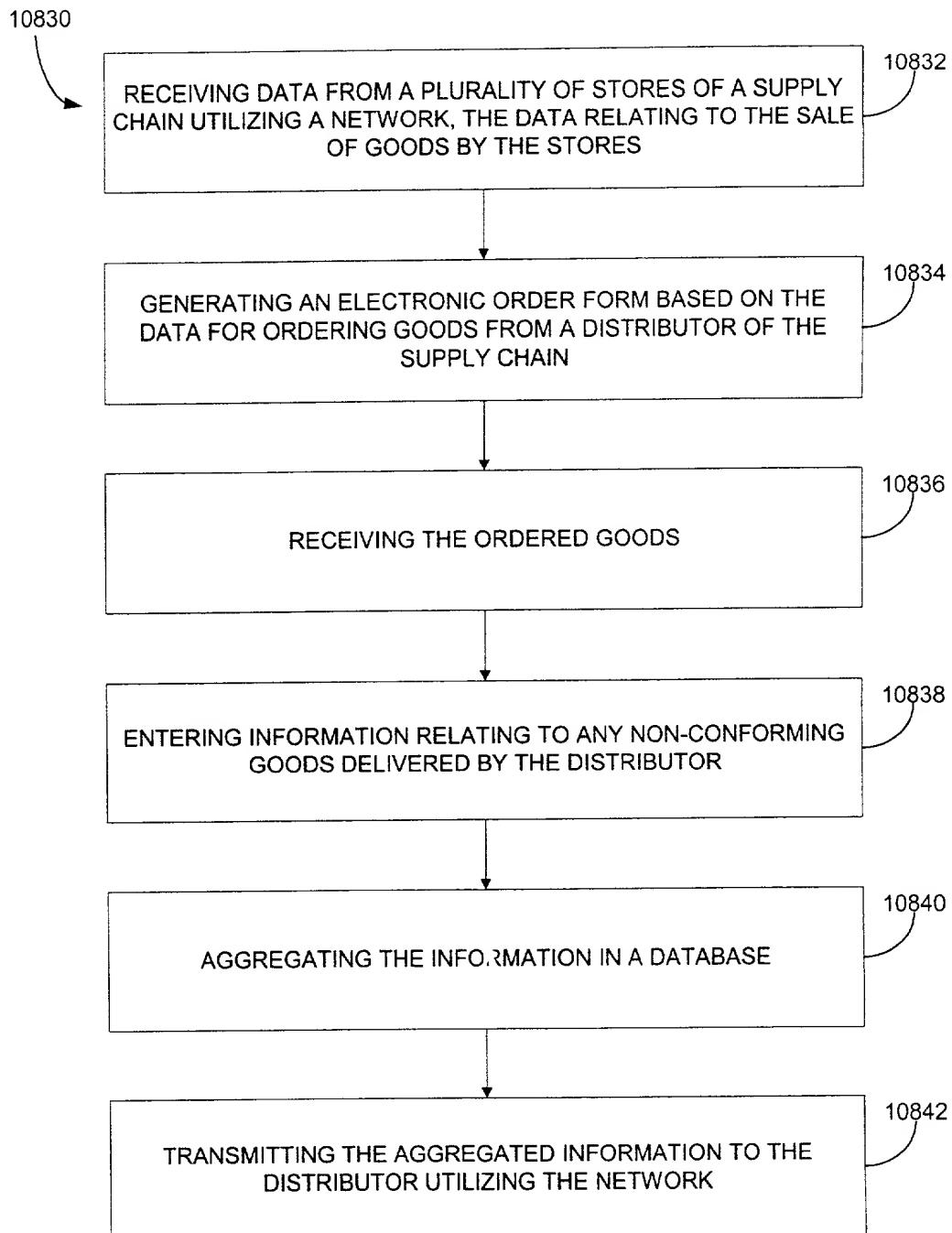
**FIG. 105**



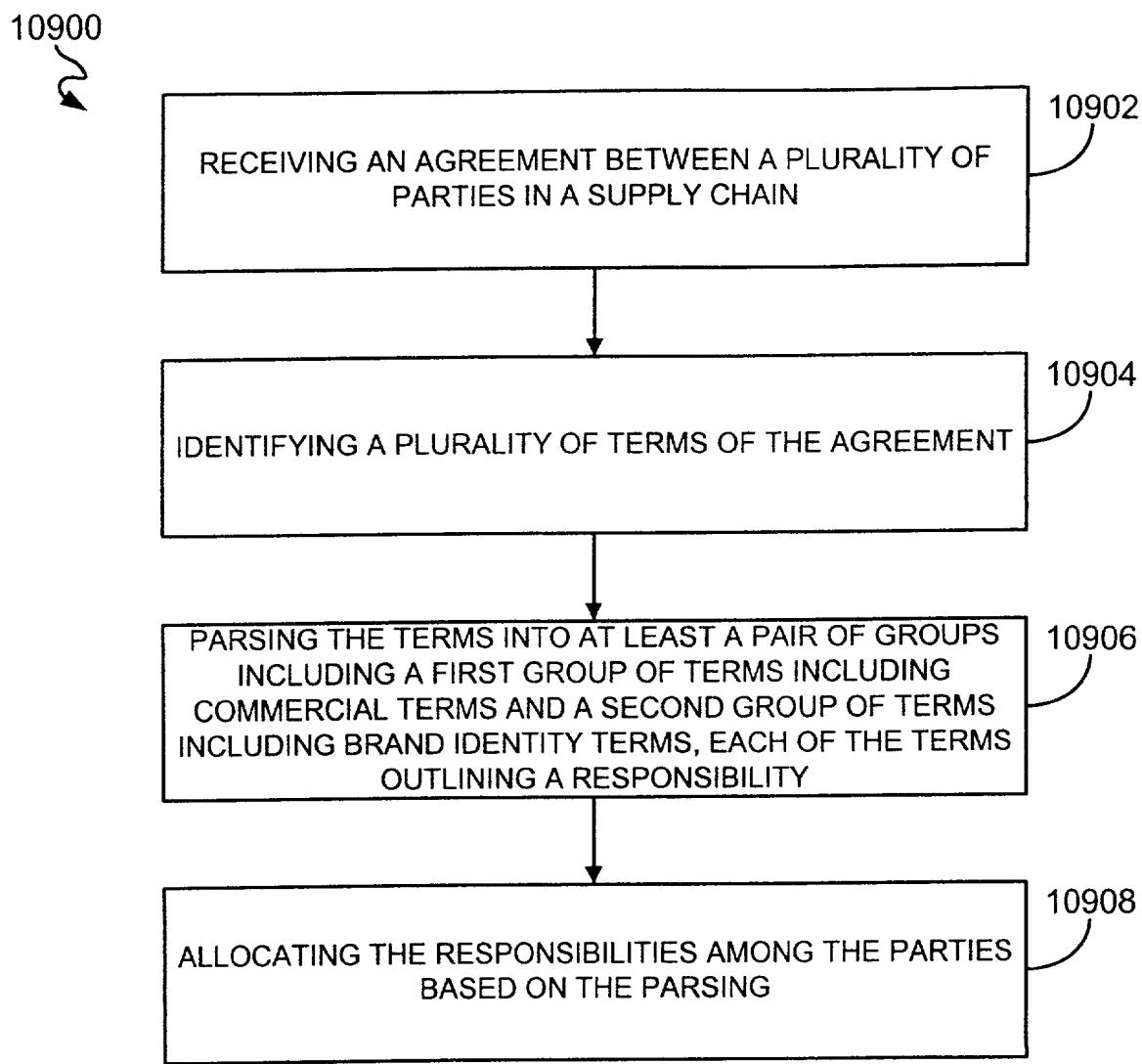
**FIG. 106**



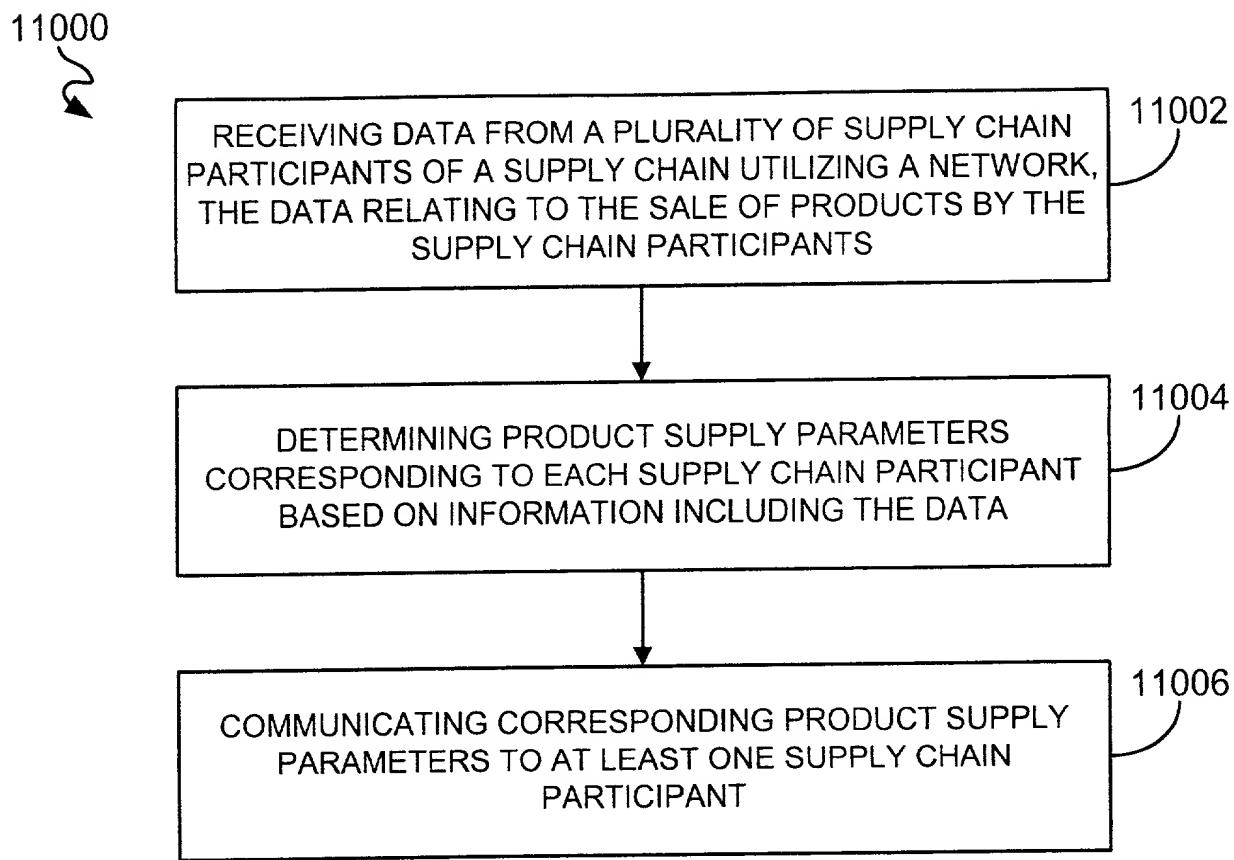
**FIG. 107**



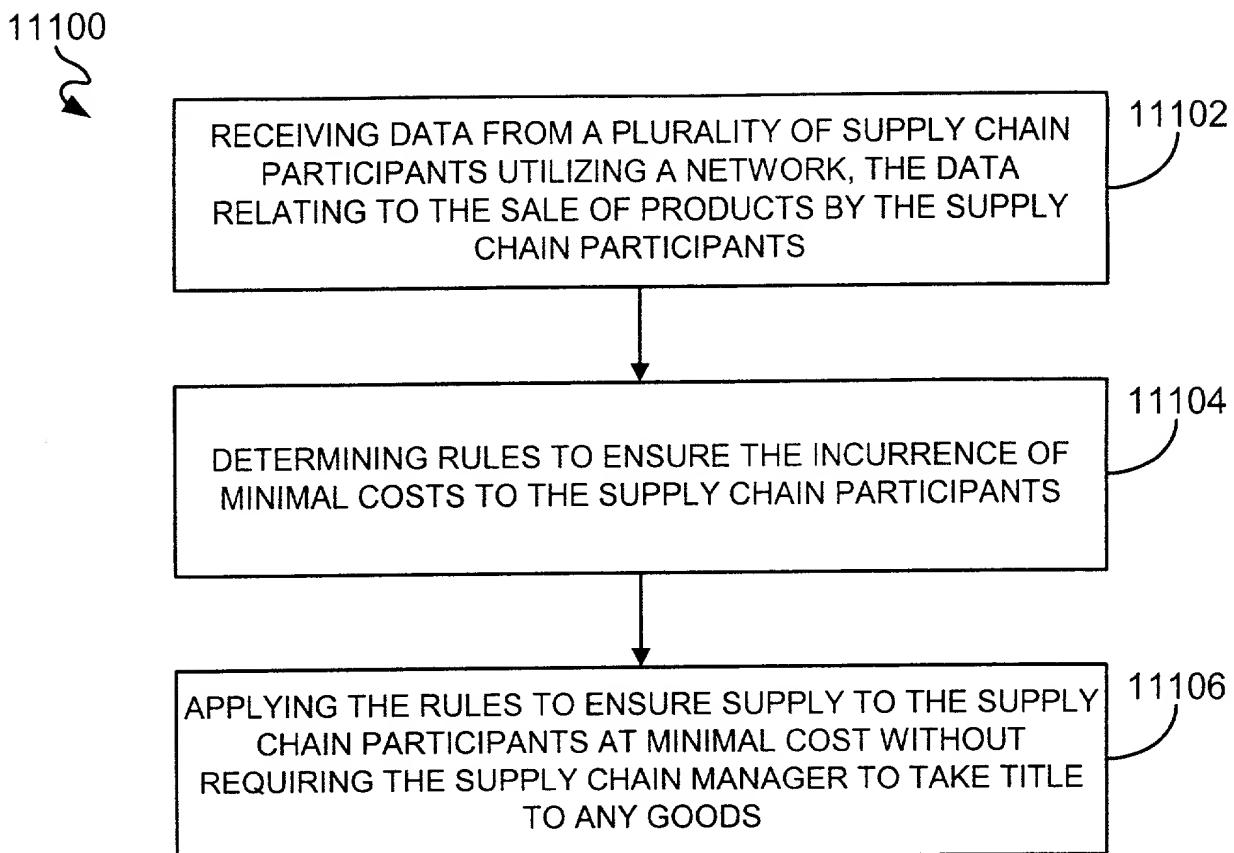
**FIG. 108**



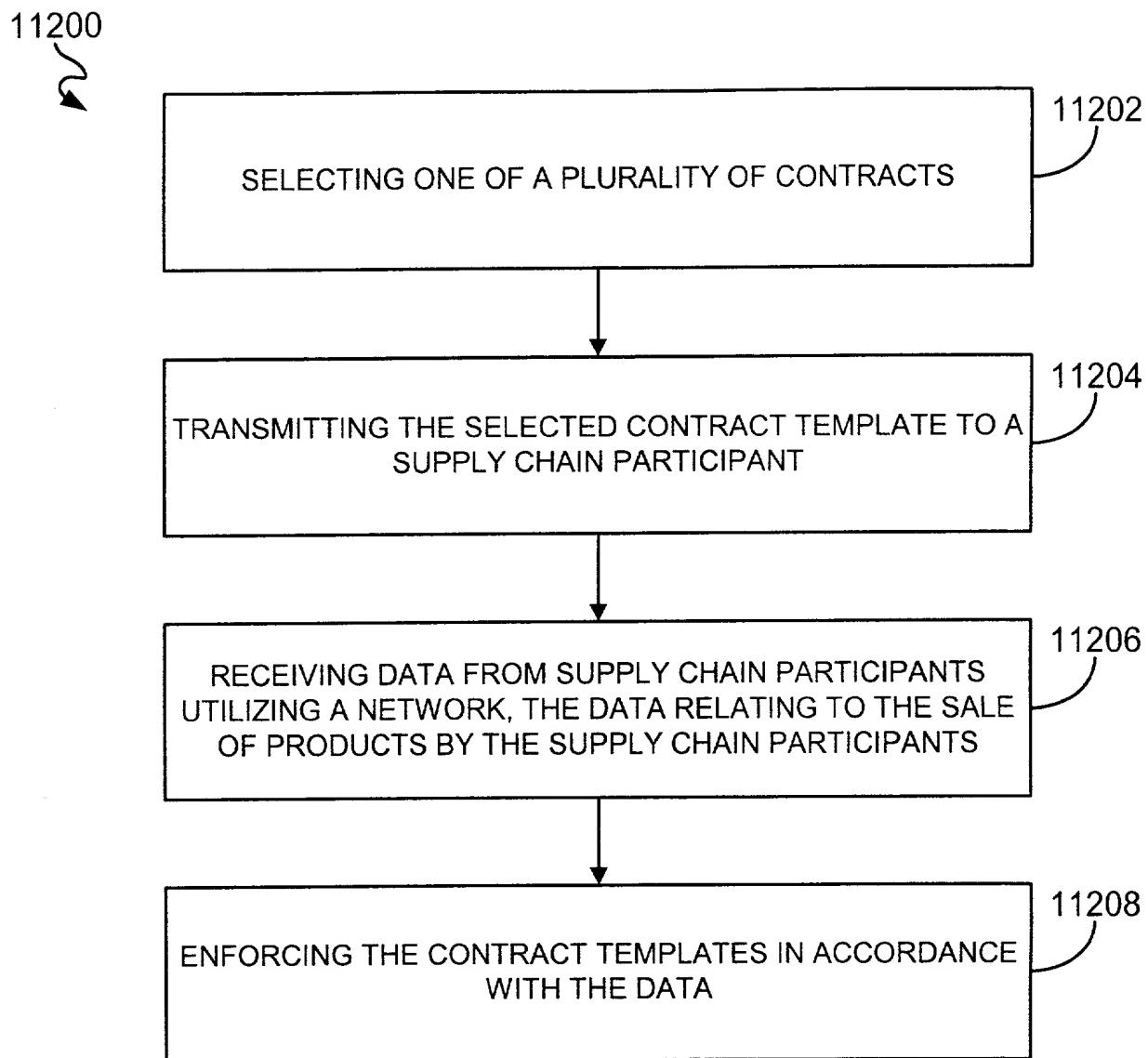
**FIG. 109**



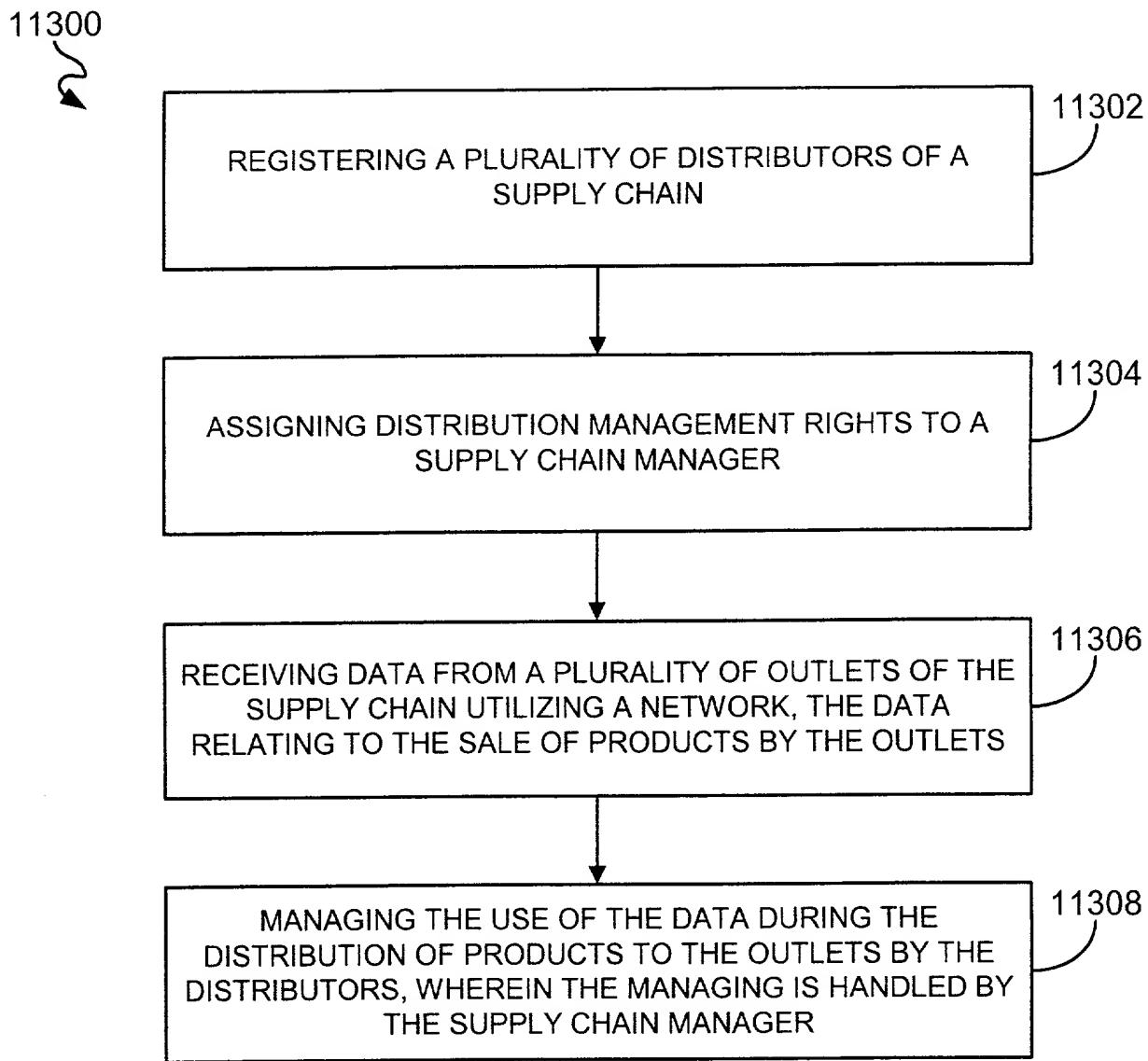
**FIG. 110**



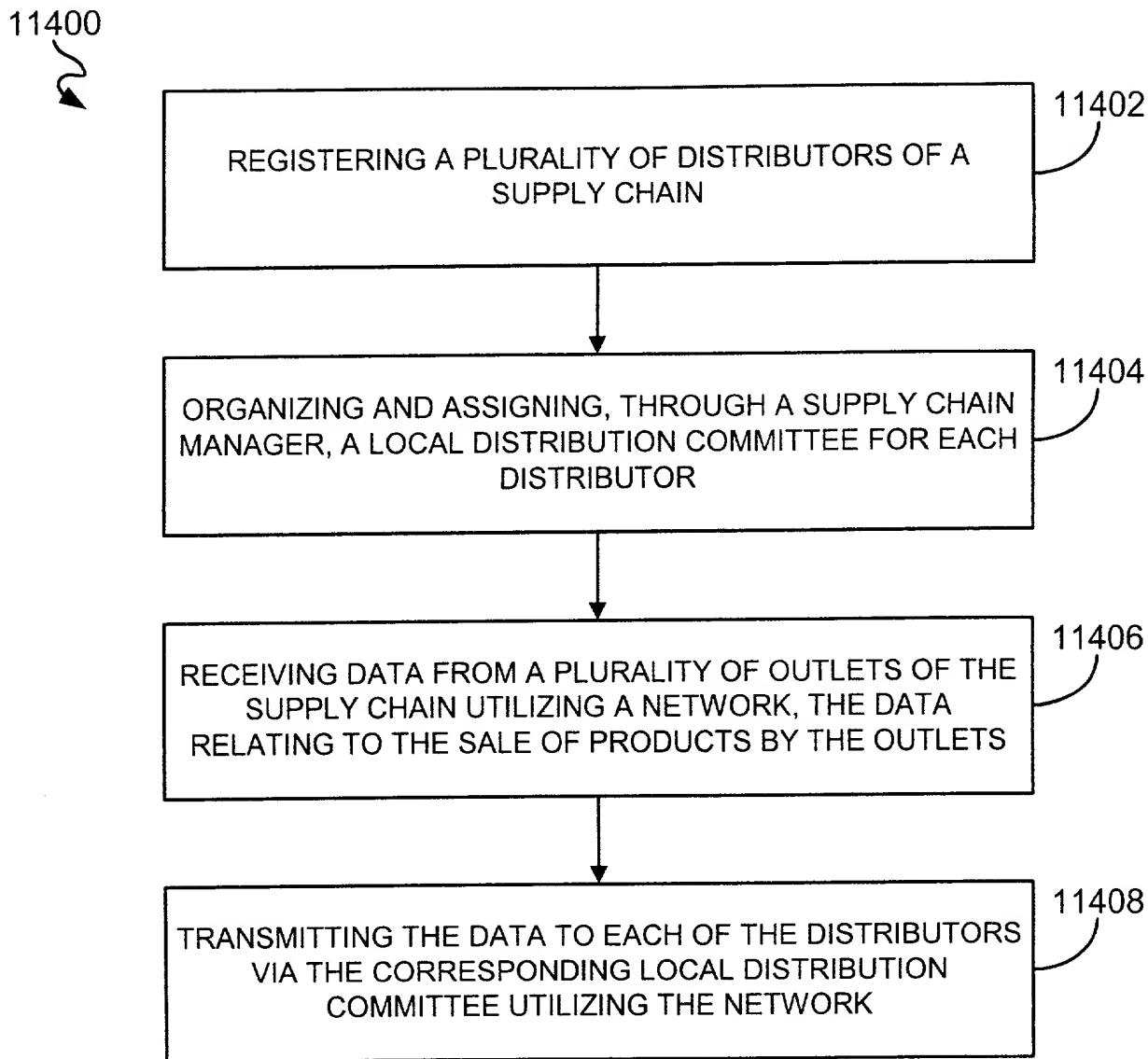
**FIG. 111**



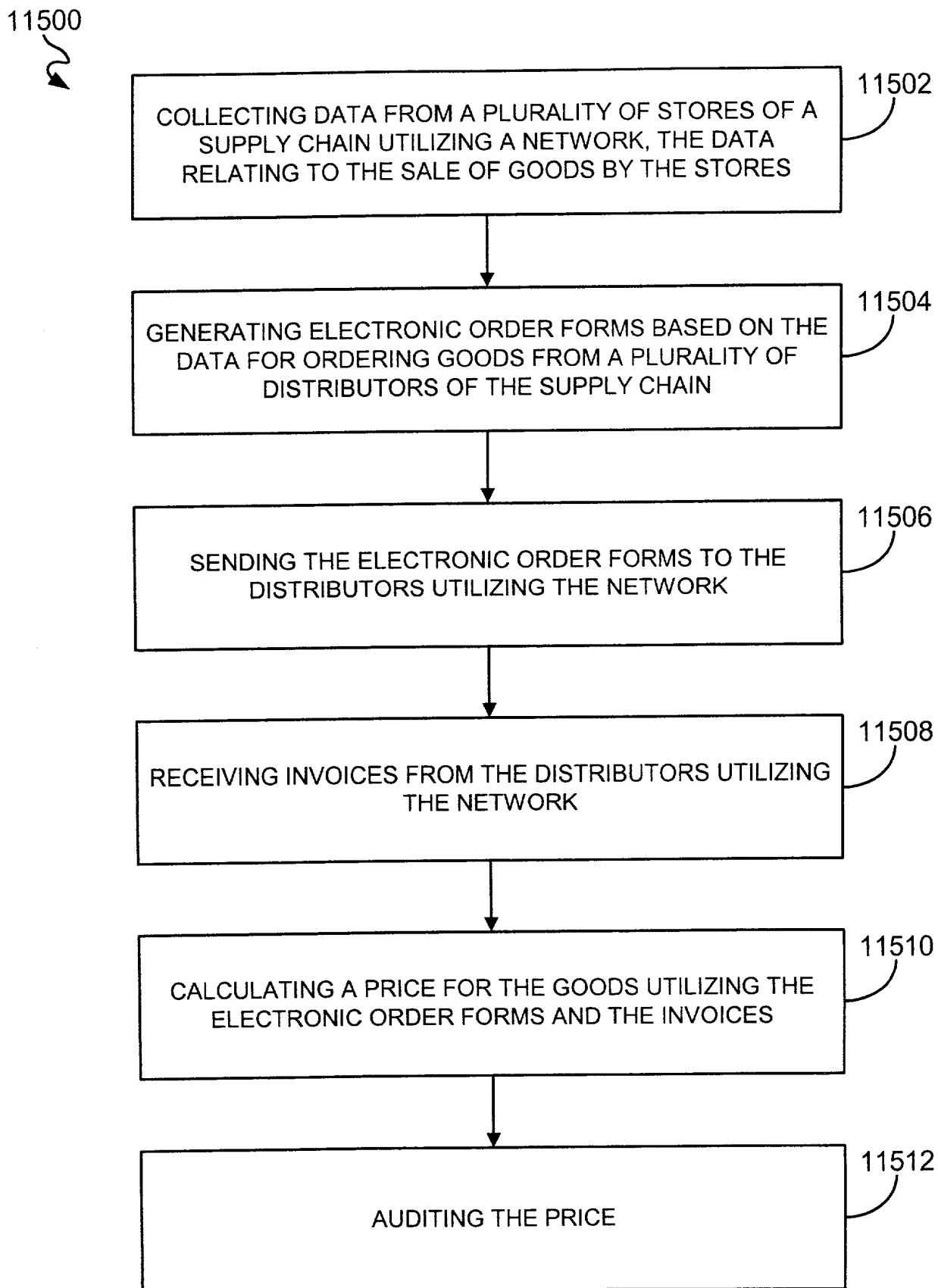
**FIG. 112**



**FIG. 113**



**FIG. 114**



**FIG. 115**

11600

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

11602

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

11604

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR A SUPPLY CHAIN PARTICIPANT

11606

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

11608

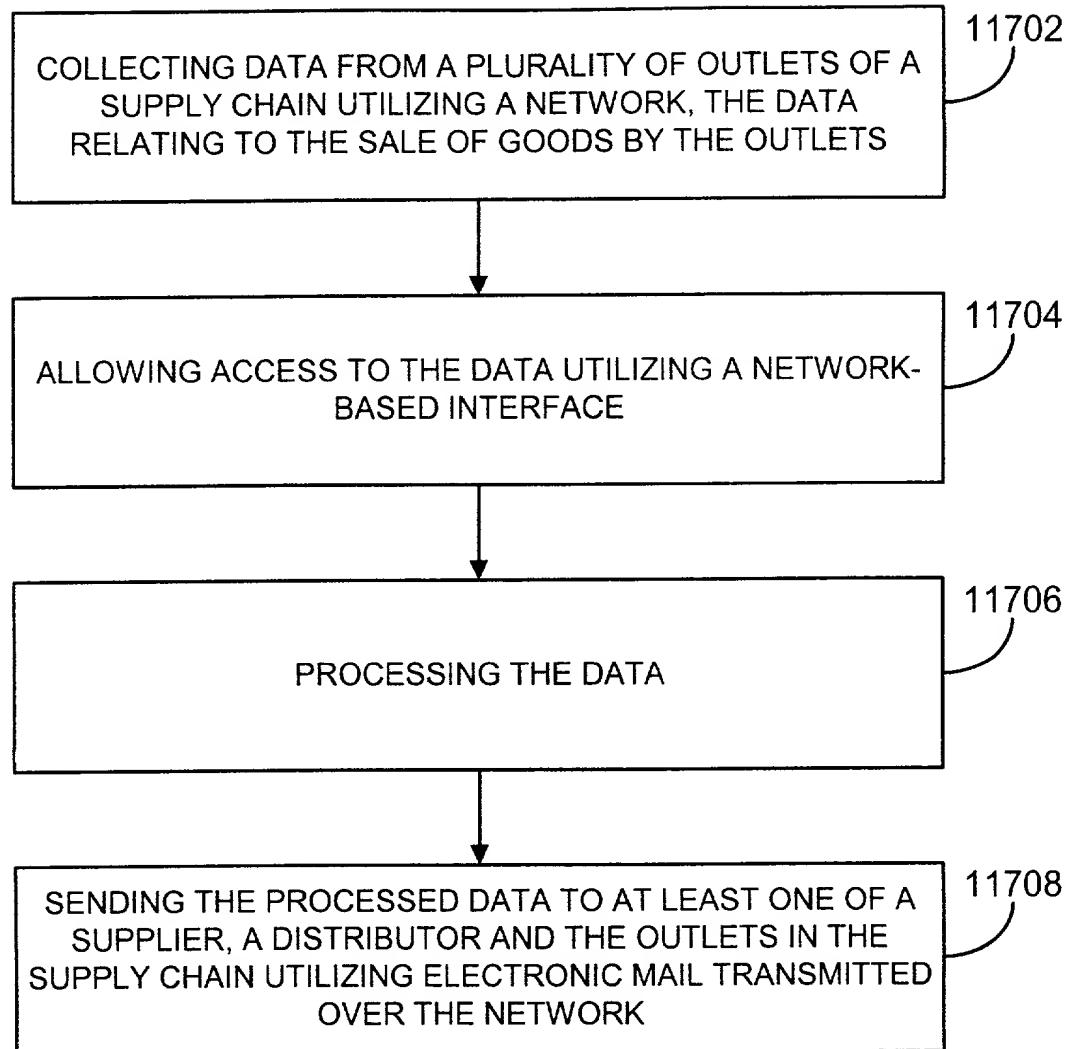
TRACKING A PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11610

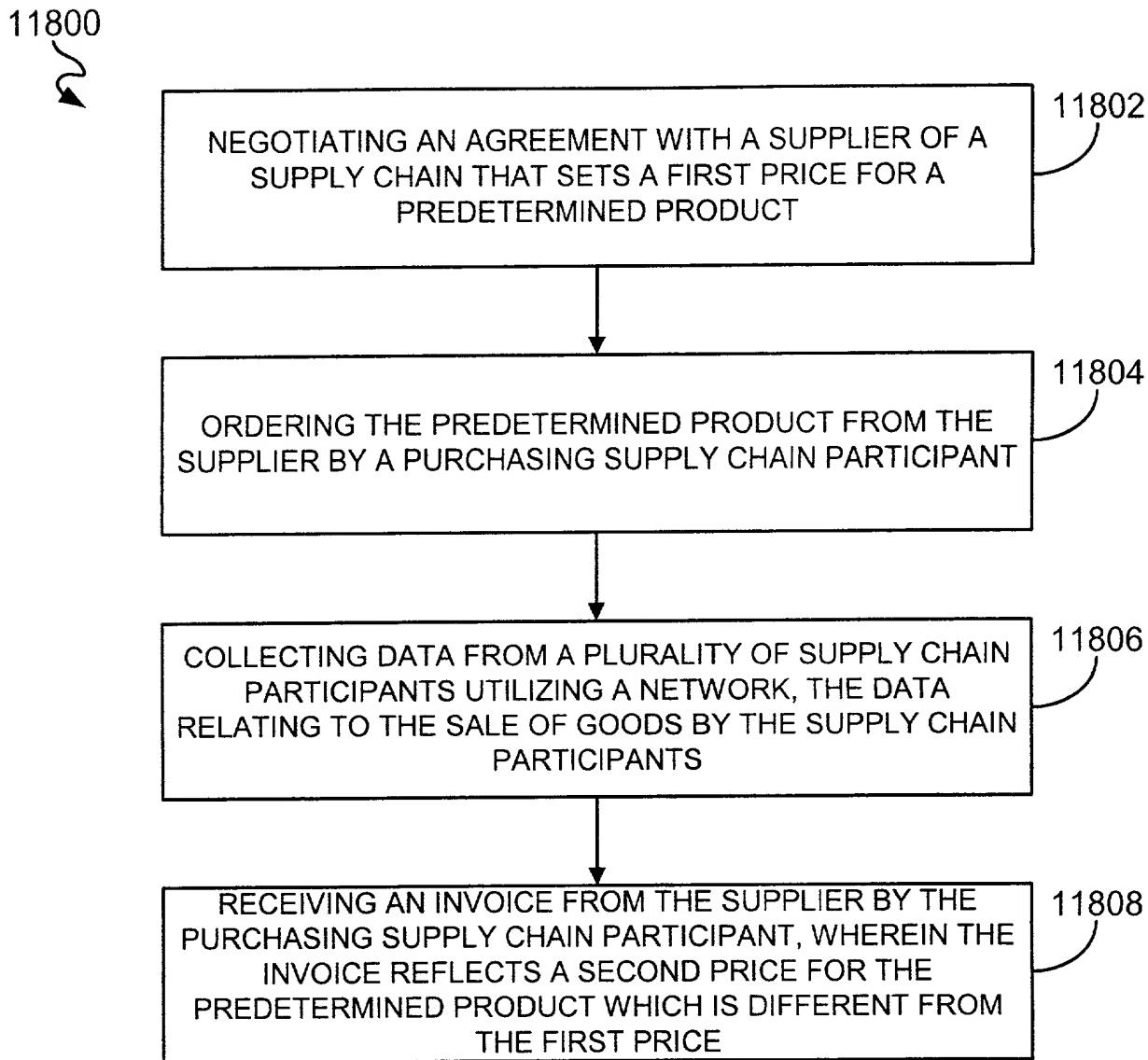
AUDITING THE PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11612

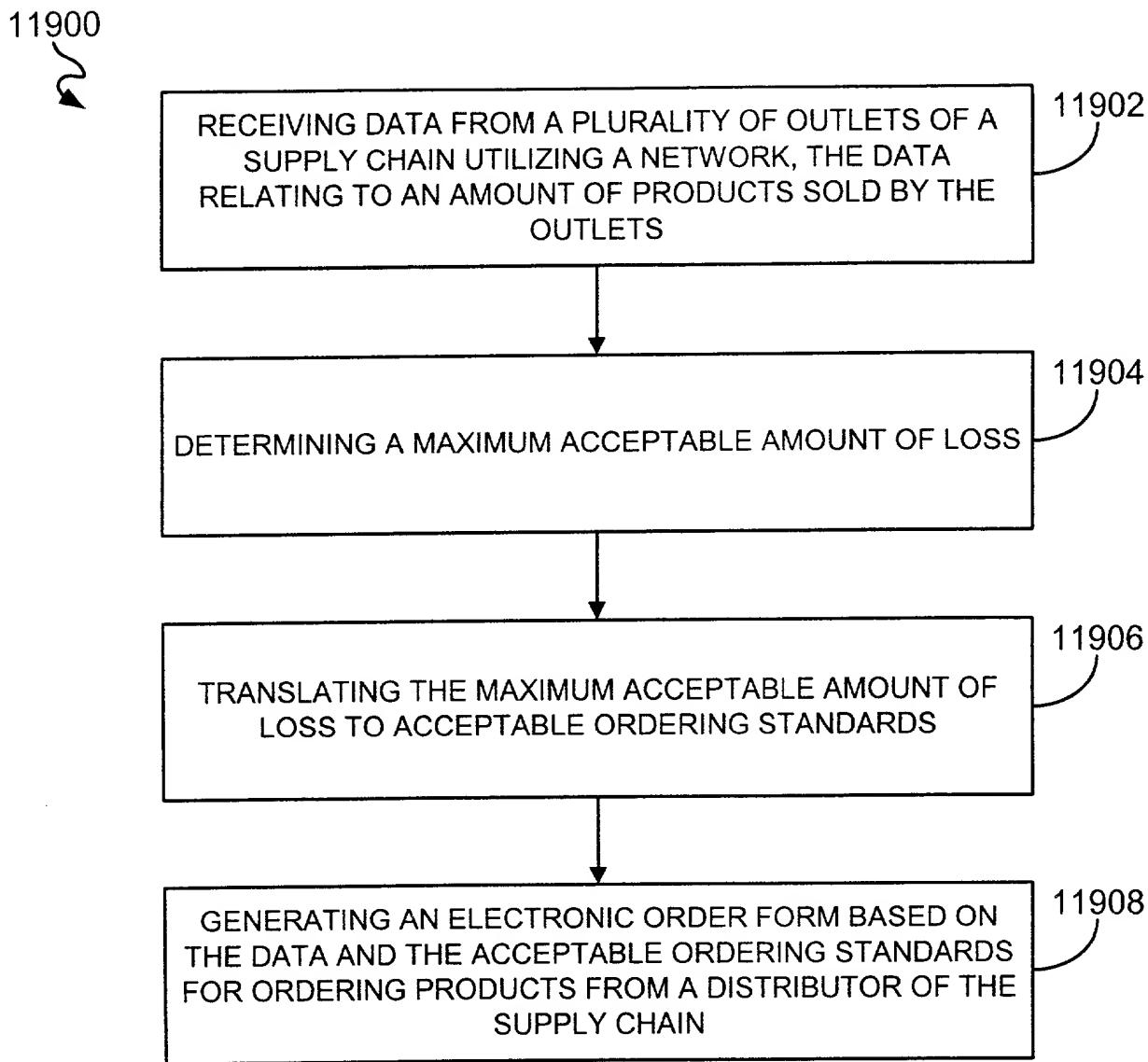
**FIG. 116**



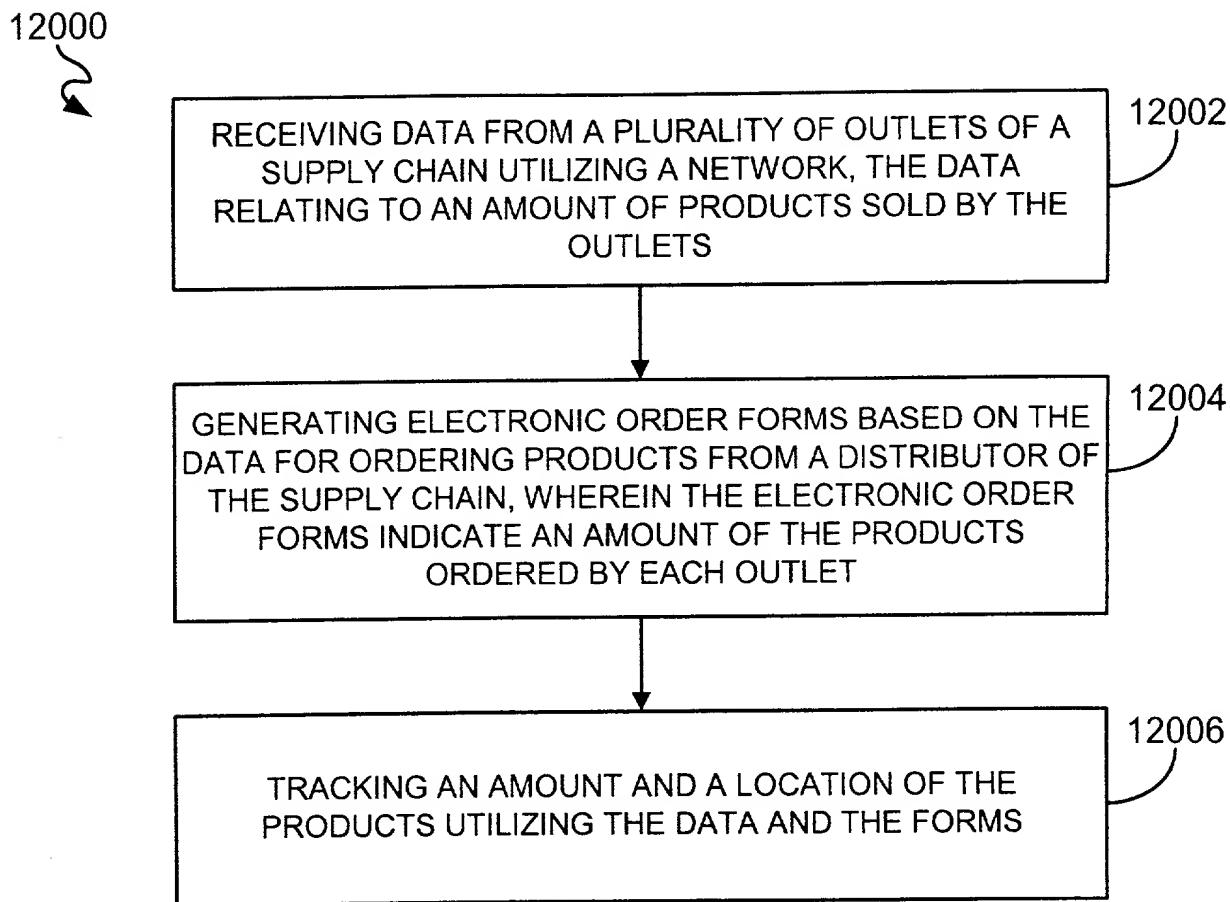
**FIG. 117**



**FIG. 118**

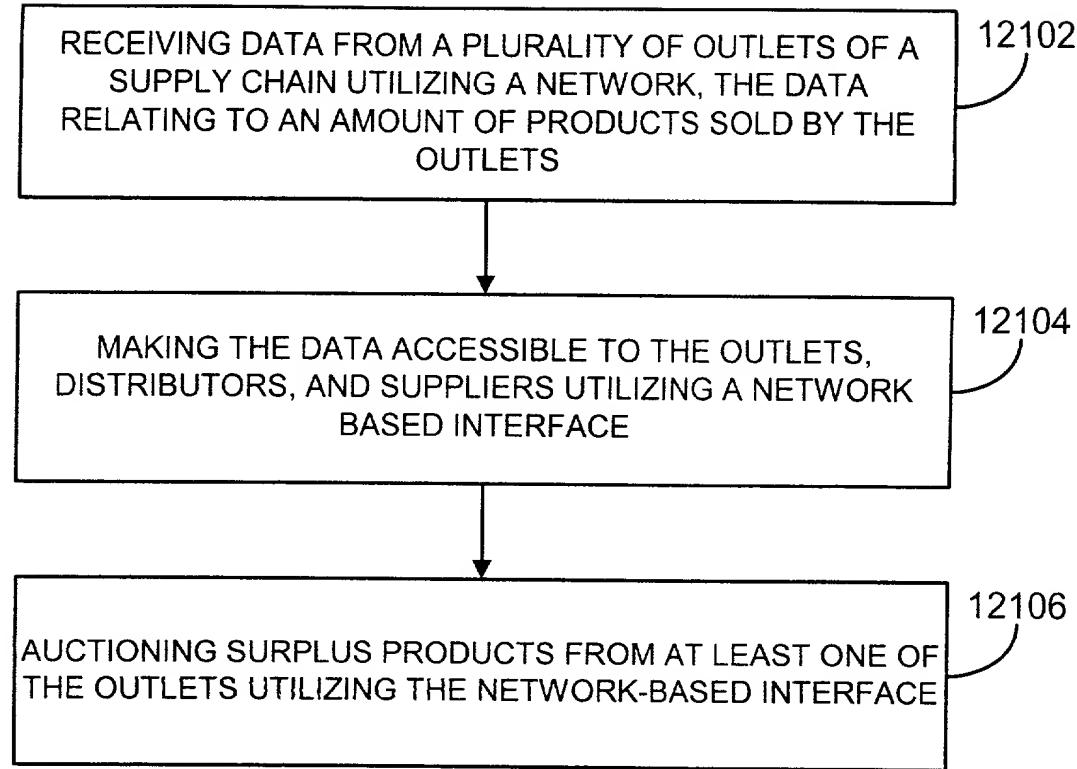


**FIG. 119**



**FIG. 120**

12100



**FIG. 121**

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202

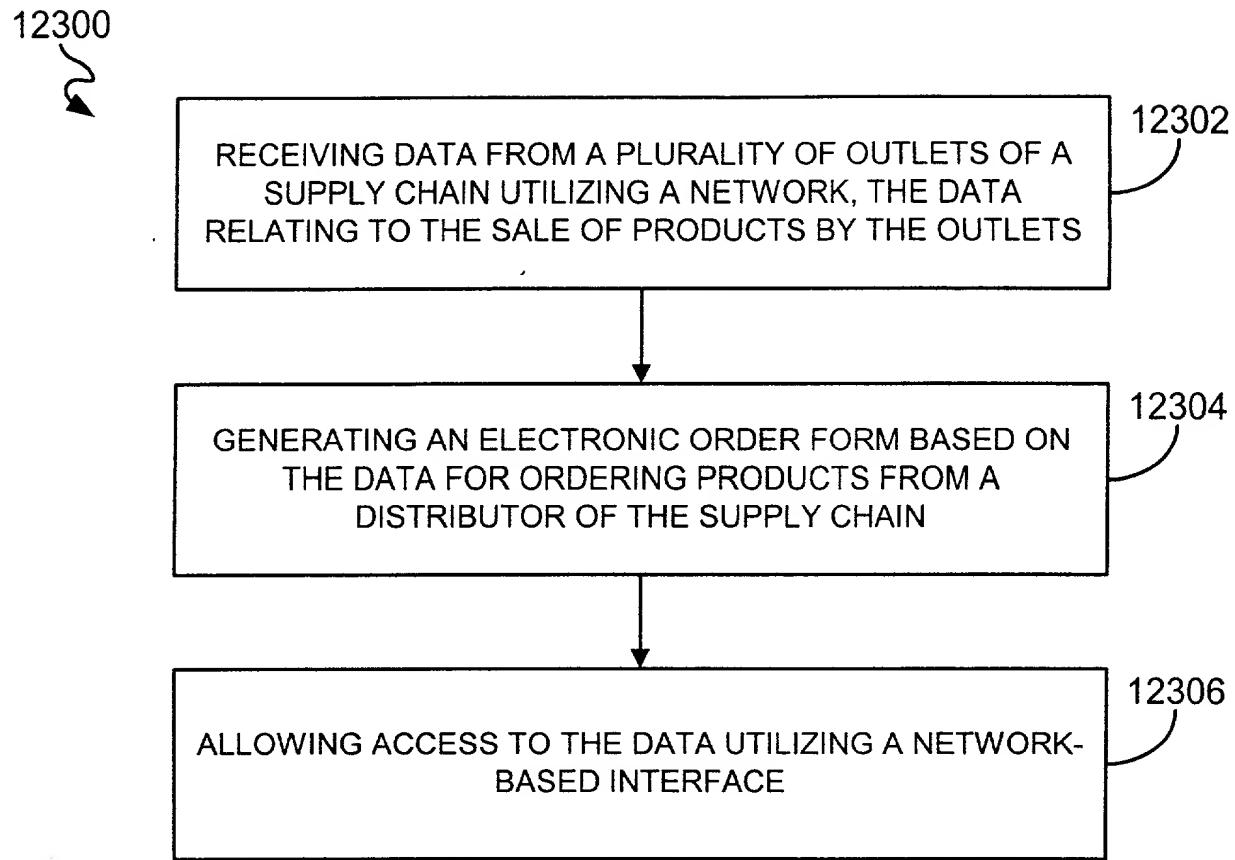
GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

12204

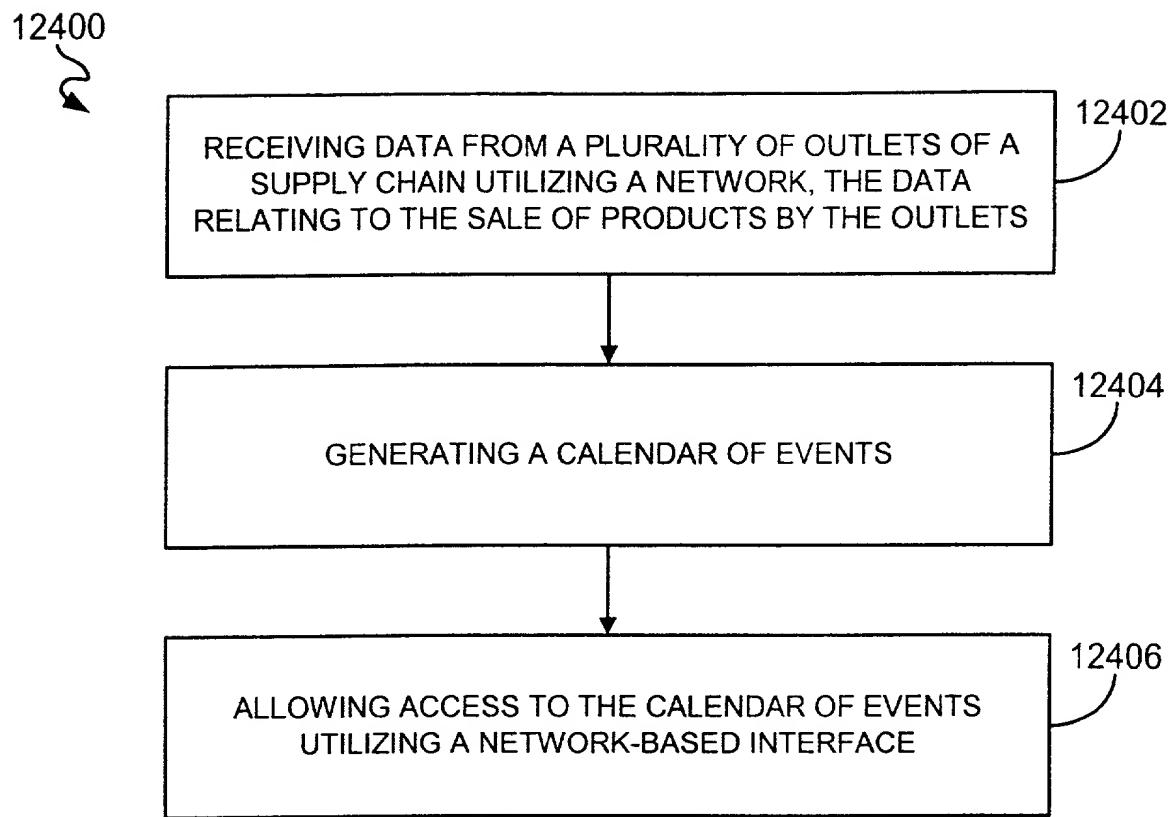
PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12206

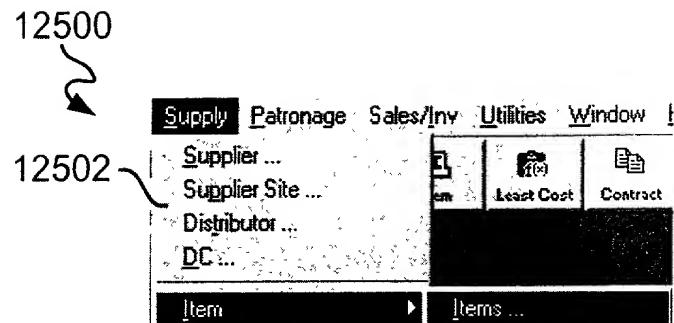
**FIG. 122**



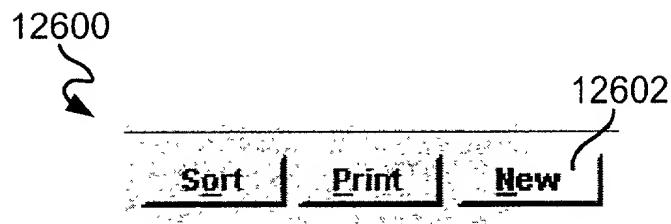
**FIG. 123**



**FIG. 124**



**FIG. 125**



**FIG. 126**

12700

12702

**Item Desc:**

**Item Number:**

**Product Cat Code:**

**Status Code:**

**Item Rank:**

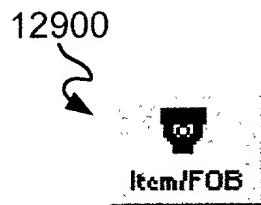
**FIG. 127**

12800  
↗

### Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

**FIG. 128**



**FIG. 129**

13000

**Supplier Item Desc:**  **Item No.:**

**Current:**  Yes  No **Tie Qty:**

**Items per Case:**  **High Qty:**

**Innerpack Contents:**  **Cases Per Pallet:**

**Item Size:**  **Stacking Allowed:**

**Case Length:**  **Universal Product Code:**

**Case Width:**  **Cases Per Truckload:**

**Case Depth:**  **Net Weight:**

**Case Dimension U/M:** INCHES **Gross Weight:**

**Item Cube:**  CUBIC FEET **Weight U/M:**

**Item Shelf Life:**  **BarCode:**

**White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier**

**FIG. 130**

13100

**Site Information**      **Site Id:** 17355      **Site Role:** *FOB Shipping Point*

**Site Name:**

13102

**FIG. 131**

13200

**Site Information**      **Site Id:** 16      **FOB Shipping Point**

**Name:**

**Status:**

**Railroad Name:**

**Rail Sidings:**

**FIG. 132**

13300

DEFINING A PLURALITY OF ITEMS UTILIZING A GRAPHICAL  
USER INTERFACE

13302

SELECTING A SUPPLIER SITE FROM A SET UTILIZING THE  
GRAPHICAL USER INTERFACE, THE SET OF SUPPLIER  
SITES BEING DETERMINED BASED ON THE DEFINITION OF  
THE ITEMS

13304

DETERMINING A DISTRIBUTION CENTER UTILIZING THE  
GRAPHICAL USER INTERFACE, THE DISTRIBUTION CENTER  
BEING DESIGNATED TO INTERFACE WITH THE SUPPLIER  
SITE FOR DISTRIBUTION OF THE ITEMS

13306

**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

| DC                      | Supplier FOB Point             |
|-------------------------|--------------------------------|
| AMERISERVE-DENVER, CO   | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE  | TYSON FOODS - NEW HOLLAND, PA  |

**FIG. 135**

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

**FIG. 136**

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

**FIG. 137**

13800



13900

| Min Ordr | UM           | Slip   | Deliv. |
|----------|--------------|--------|--------|
| 1        | TRUCKLOAD(S) | Pallet |        |
| 1        | TRUCKLOAD(S) | Pallet |        |

**FIG. 138****FIG. 139**

14000

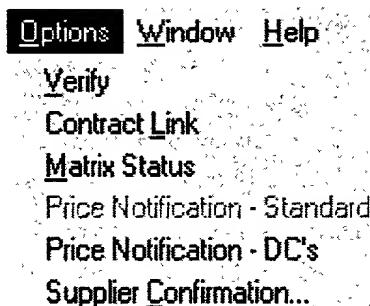
| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

**FIG. 140**

14200

**FIG. 142**

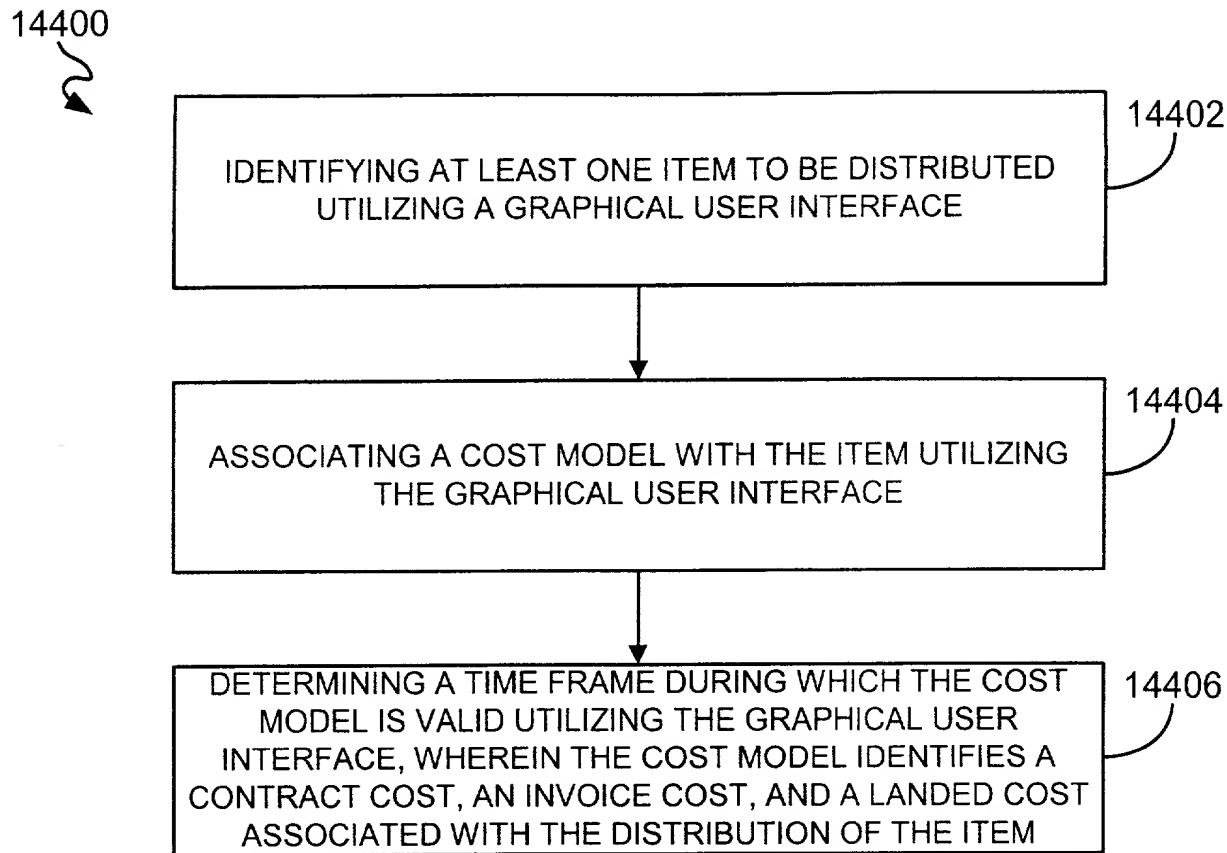
14100

**FIG. 141**

14300

|                    |   |                                   |    |
|--------------------|---|-----------------------------------|----|
| Cost               | ► | Edit / View ...                   | F3 |
| Commodities        | ► | New (using previous matrix) ...   | F4 |
| Vendor Rating      | ► | New (build matrix) ...            | F5 |
| Contact Management | ► | Multi Item Price Notification ... |    |

**FIG. 143**



**FIG. 144**



FIG. 145

14600

**Contract ID:** 673 - TYSON FOODS

**Initial Buyer Name:** Jamie Hersh

**Current Buyer Name:** Chris Stanton

FIG. 146

14700

**Contract Start Date:** 05/15/98

**Contract End Date:** 12/31/02

**Execution Date:** 5/15/98

**Effective:** Shipment Date

**Payment Terms:** Net 10

FIG. 147



FIG. 148

FIG. 149

FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description         | Cost Matrix End Date | Contract End Date                        | No End Date                   |
|--------------------------|----------------------|--|-------------------------------|
| BEEF - 77%               | 8/1/98               | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ      | 8/1/98               | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ. | 8/1/98               | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

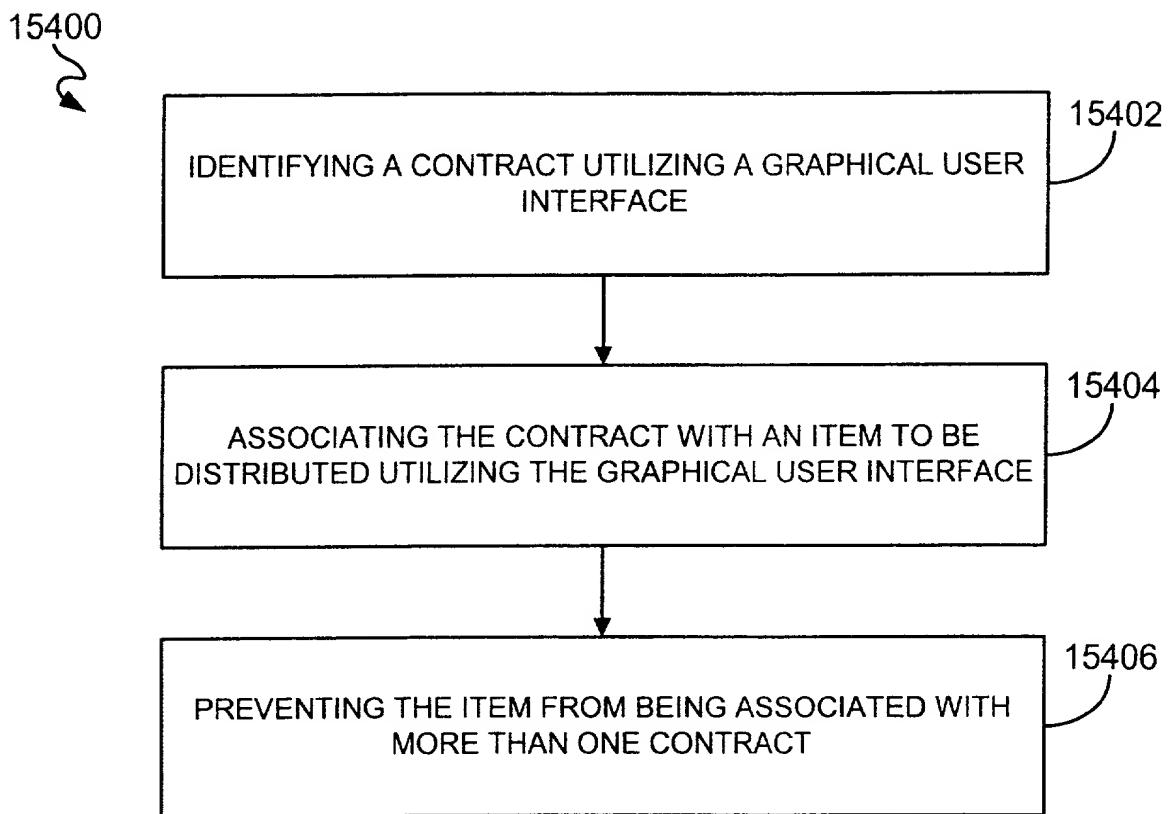


15300

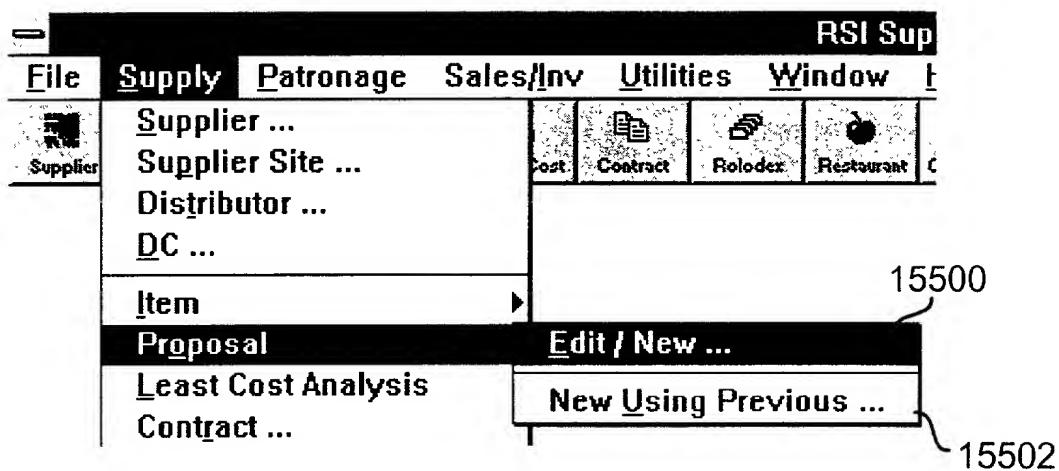


FIG. 152

FIG. 153



**FIG. 154**



**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

**Proposal Information**

**Proposal ID:** 11021

**Proposal Name:** Foam Hot Cups & Polystyrene Lids

**Buyer Name:** Dennis Clabby

**Proposal Due Date:** 06/12/97

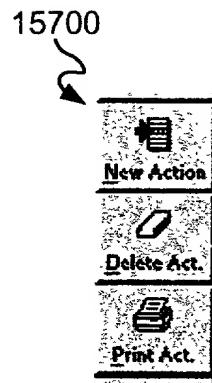
**Contract Begin Date:** 07/01/97

**Contract End Date:** 06/30/98

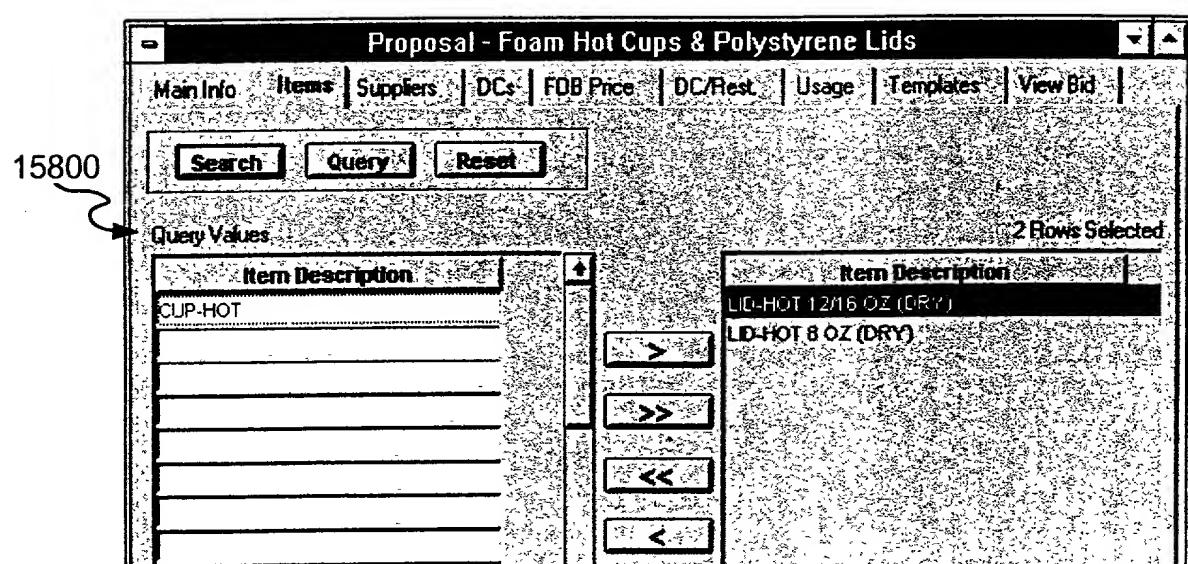
**Actions**

| # | Date     | Action Description  |
|---|----------|---|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup |

FIG. 156



**FIG. 157**



**FIG. 158**

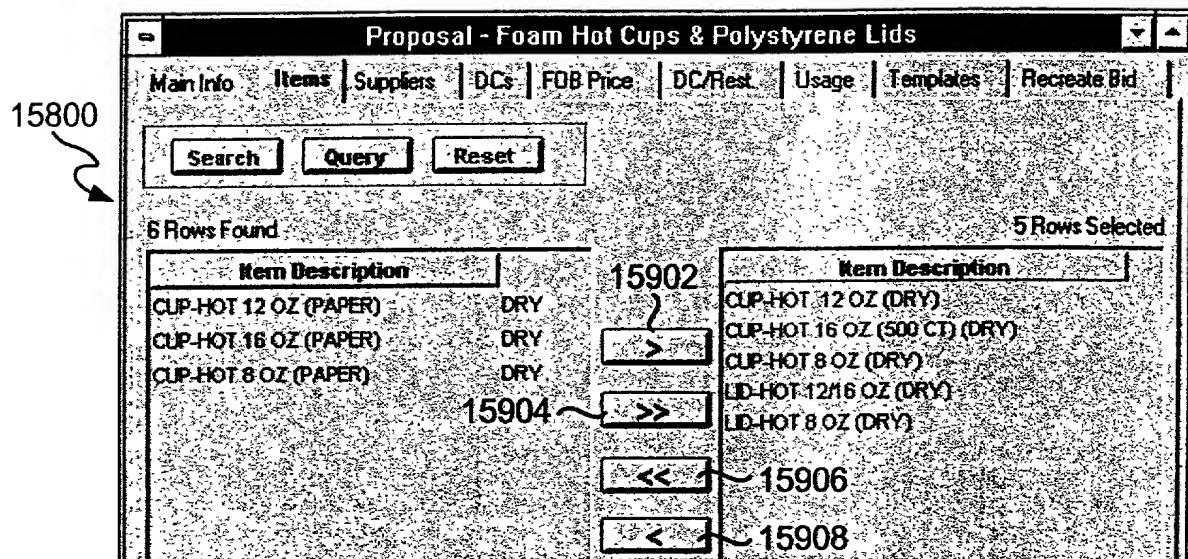


FIG. 159

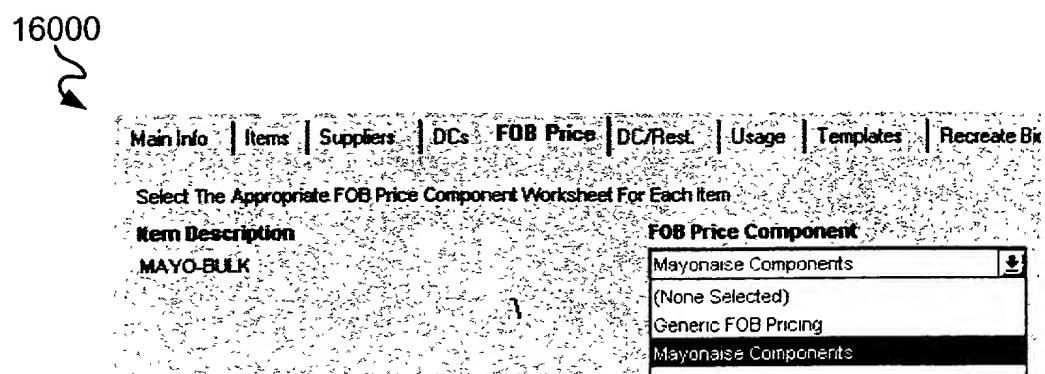


FIG. 160

16100

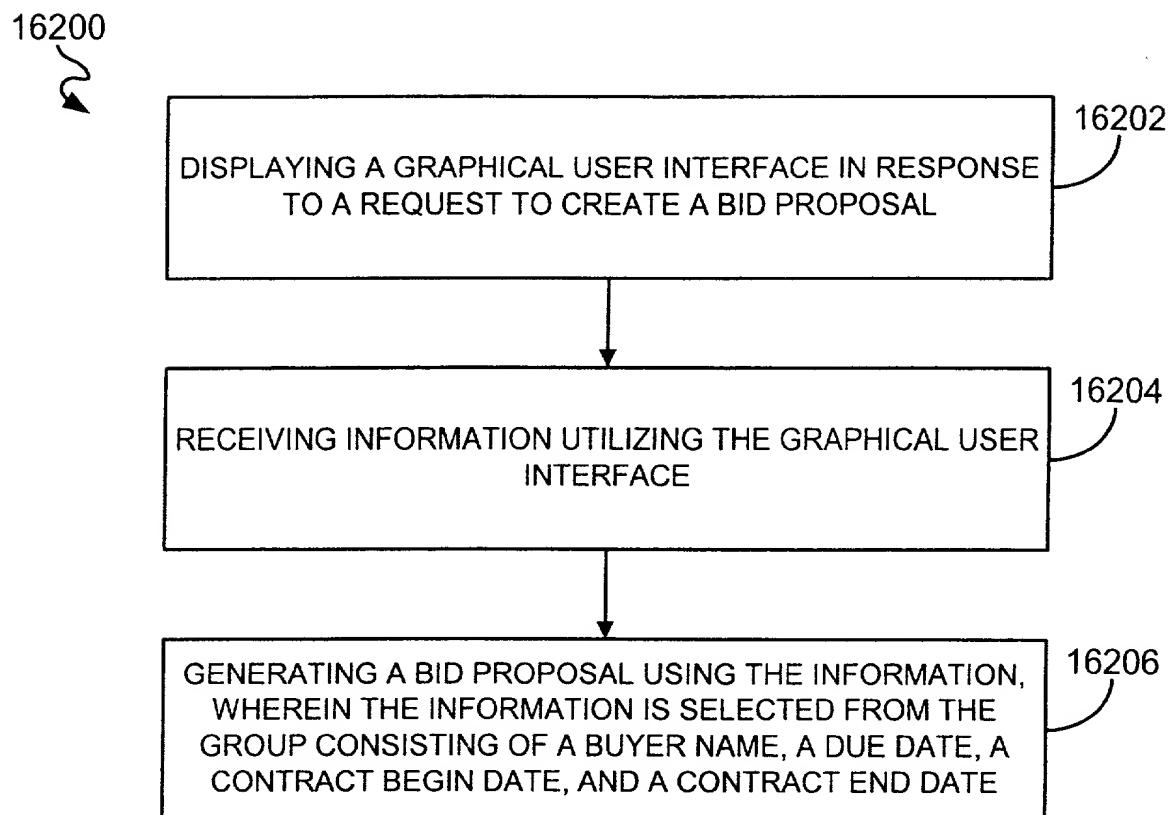


| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.26      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |  |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|--|
| POST-ALBUQUERQ      | 576                 | 30                    | 99.34%       | 6.03      | 5.00%          | 755                  |  |
| POST-DENVER         | 833                 | 39                    | 99.05%       | 6.68      | 5.00%          | 1,083                |  |
| POST-SALT LAKE      | 116                 | 2                     | 80.00%       | 5.46      | 5.00%          | 37                   |  |

**FIG. 161**



**FIG. 162**

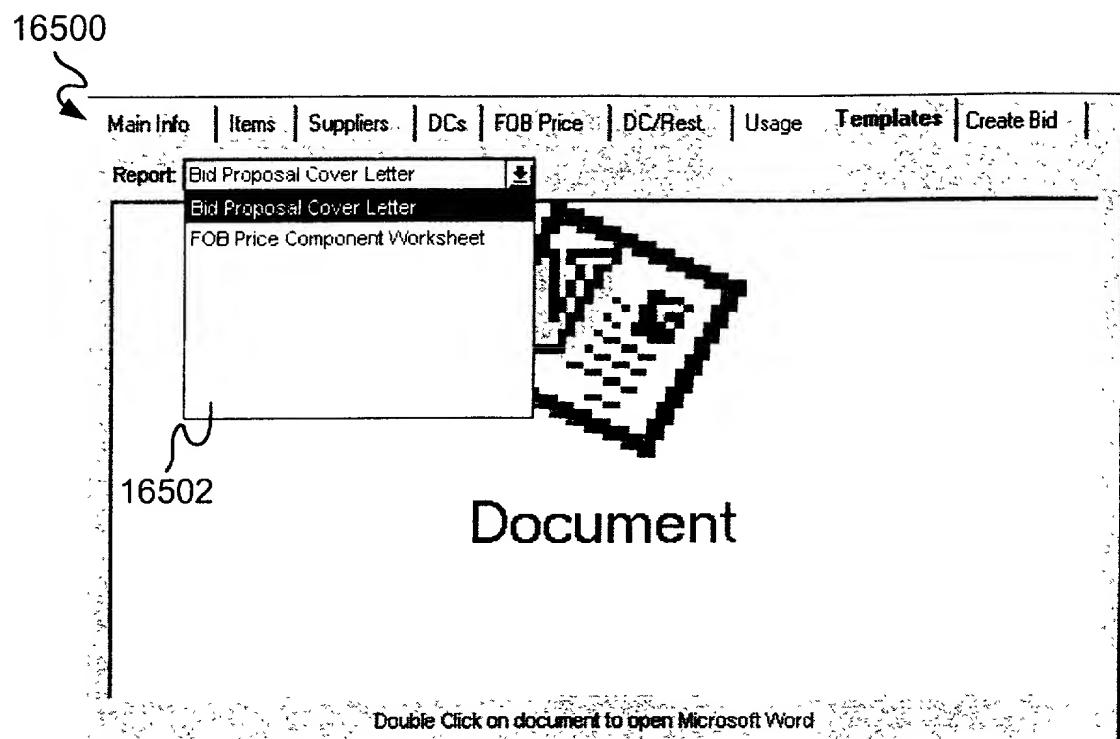


**FIG. 163**

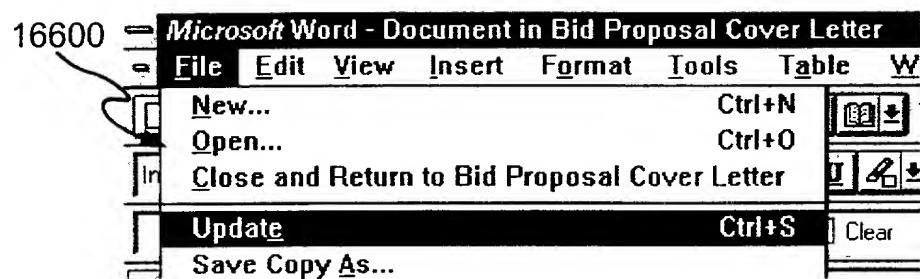
16400

|                                     | Supply | MS  | Editable |
|-------------------------------------|--------|-----|----------|
|                                     | Word   | Y/N |          |
| <b>Bid Proposal Cover Letter</b>    | ?      | Y   |          |
| <b>General Terms and Conditions</b> | ?      | N   |          |
| <b>Usage Estimates</b>              | ?      | N   |          |
| <b>Supplier Facility Worksheets</b> | ?      | N   |          |
| <b>Item Information Worksheets</b>  | ?      | N   |          |
| <b>Sample Supply Agreement</b>      | ?      | N   |          |
| <b>BK Specification Request</b>     | ?      | N   |          |
| <b>FOB Price Component</b>          | ?      | Y   |          |
| <b>Truckload Freight Worksheet</b>  | ?      | N   |          |
| <b>LTL Freight Worksheet</b>        | ?      | N   |          |

**FIG. 164**



**FIG. 165**



**FIG. 166**

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid | Bid Proposal Sent

**Bid Proposal Will Include Checked Documents**

|   |                                     |                                      |                                     |
|---|-------------------------------------|--------------------------------------|-------------------------------------|
| <b>General</b>  |                                     | <b>Cost</b>                          |                                     |
| <b>Bid Proposal Cover Letter</b>                                    | <input checked="" type="checkbox"/> | <b>FOB Price Component Worksheet</b> | <input checked="" type="checkbox"/> |
| <b>General Terms &amp; Conditions</b>                               | <input checked="" type="checkbox"/> | <b>Truckload Freight Worksheet</b>   | <input checked="" type="checkbox"/> |
| <b>Usage Estimates</b>  | <input checked="" type="checkbox"/> | <b>LTL Freight Worksheet</b>         | <input checked="" type="checkbox"/> |
| <b>Supplier Facility Worksheet</b>                                  | <input checked="" type="checkbox"/> | <b>Blank Sheets</b>                  |                                     |
| <b>Item Information Worksheet</b>                                   | <input checked="" type="checkbox"/> | <b>Supplier Facility Worksheet</b>   | <input checked="" type="checkbox"/> |
| <b>Sample Supply Agreement</b>                                      | <input checked="" type="checkbox"/> | <b>Item Information Worksheet</b>    | <input checked="" type="checkbox"/> |
| <b>BK Specification Request</b>                                     | <input checked="" type="checkbox"/> | <b>FOB Price Component Worksheet</b> | <input checked="" type="checkbox"/> |
| <b>LTL Freight Worksheet</b> will be printed by system if necessary |                                     |                                      |                                     |
| <b>Truckload Freight Worksheet</b>                                  |                                     |                                      |                                     |
| <b>LTL Freight Worksheet</b>  |                                     |                                      |                                     |

FIG. 167

16800

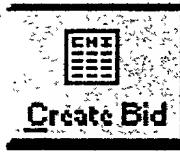


FIG. 168

16900

Report: Item Information Worksheet  
7/2/97

Supplier: (all)

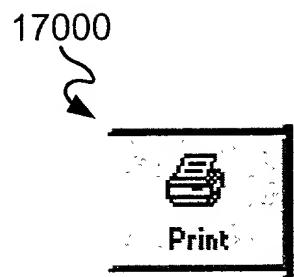
**Restaurant Services, Inc.**  
**Item Information Worksheet**

ATTY

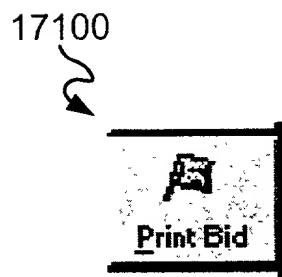
DS

LTL Freight Worksheet  
Sample Supply Agreement  
Supplier Facility Worksheet

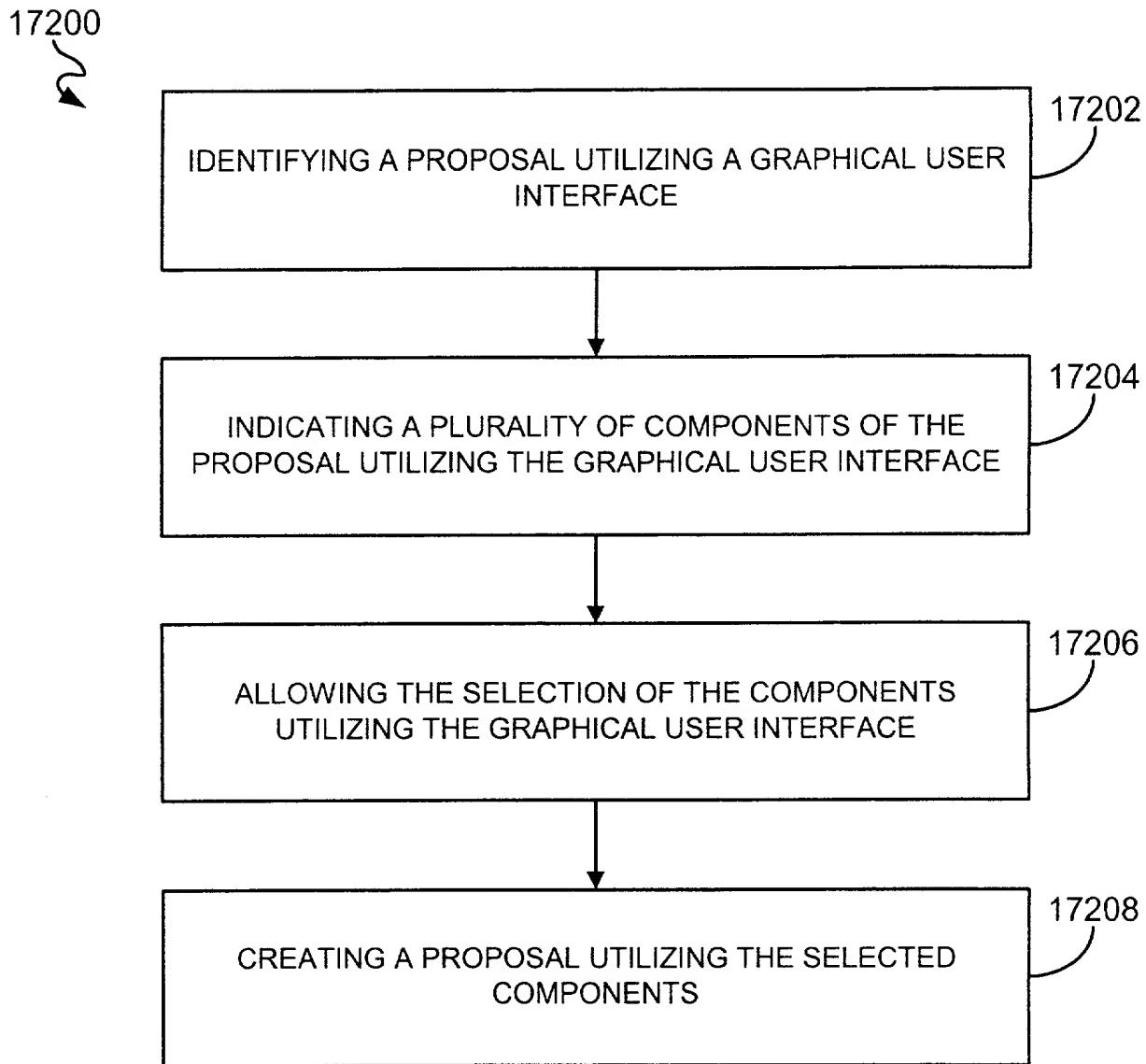
FIG. 169



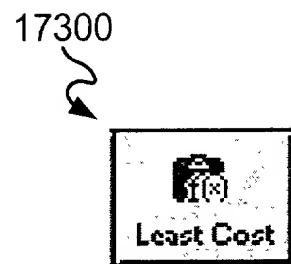
**FIG. 170**



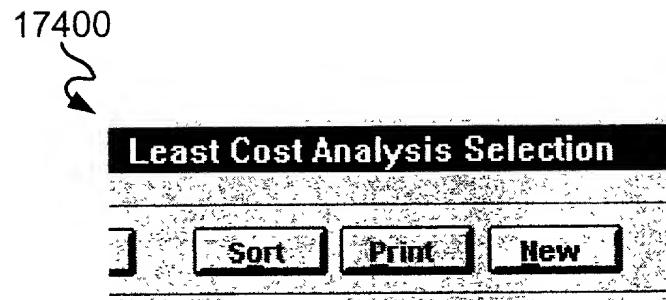
**FIG. 171**



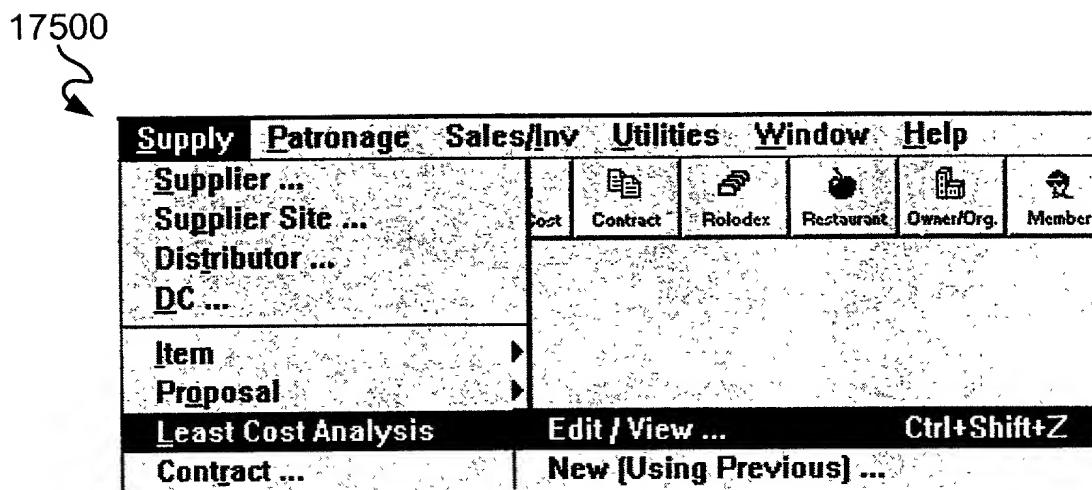
**FIG. 172**



**FIG. 173**



**FIG. 174**



**FIG. 175**

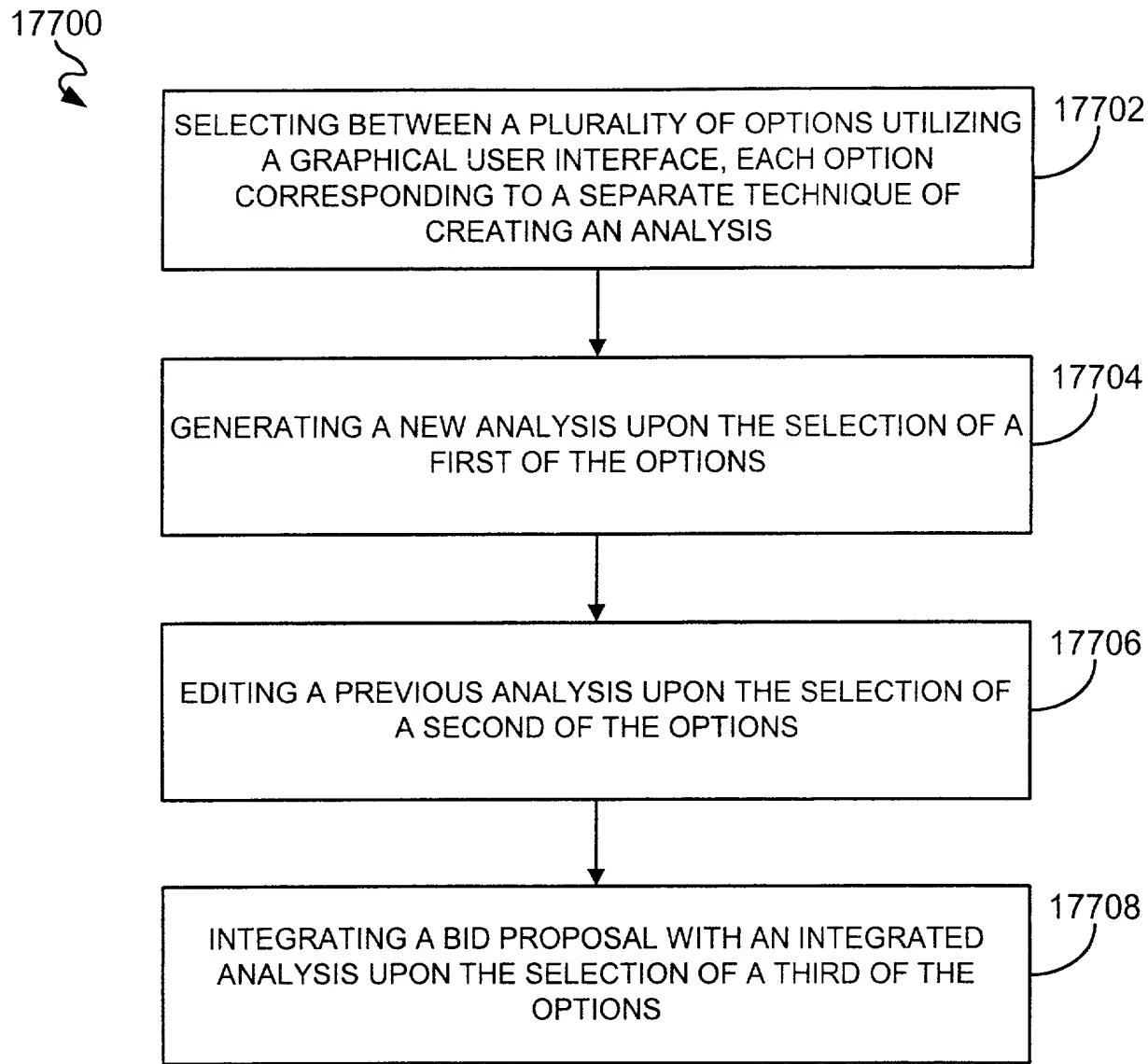
**Bid Proposal Name:** (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

**FIG. 176**



**FIG. 177**

17800



|                             |                        |
|-----------------------------|------------------------|
| <b>Analysis Name:</b>       | Hash Brown, Actual     |
| <b>Analysis ID:</b>         | 1036                   |
| <b>Buyer:</b>               | Dennis Clabby          |
| <b>Period of Agreement:</b> | 10/1/97 - THRU 9/30/98 |
| <b>Unit Of Measure:</b>     | CASE(S)                |

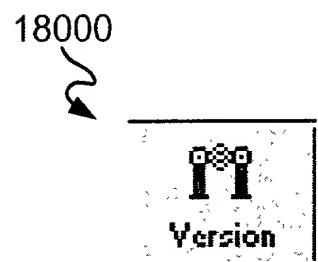
FIG. 178

17900

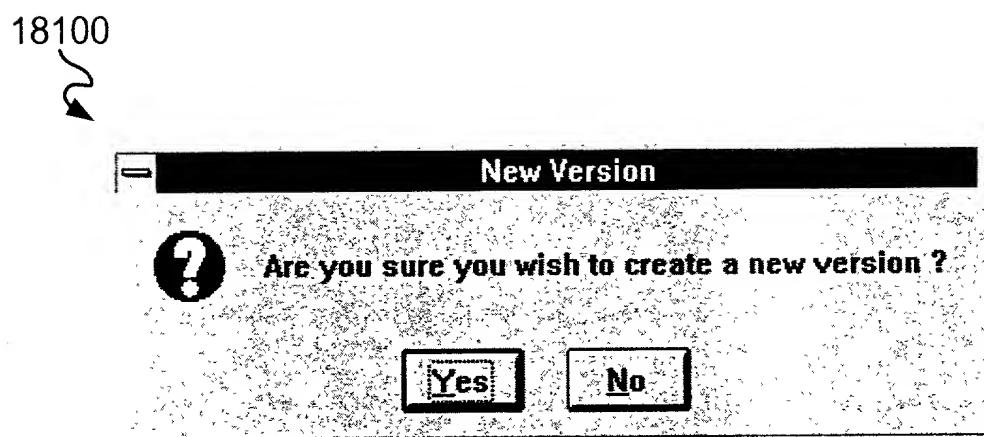


|   |                 |
|---|-----------------|
| <b>Version (1) of (9):</b>                                      | Base version    |
| <b>What is the max # of FOB points to allocate to each DC ?</b> | One FOB         |
| <b>What is pricing method for this version ?</b>                | FOB + Freight   |
| <b>What is the RSI Invoice FOB Upcharge (Downcharge) ?</b>      | 0.0000          |
| <b>Override RDC Truckload Validation?</b>                       | No              |
| <b>Solution Strategy:</b>                                       | Standard        |
| <b>Last Revision:</b>   | 9/15/97 1:04 PM |

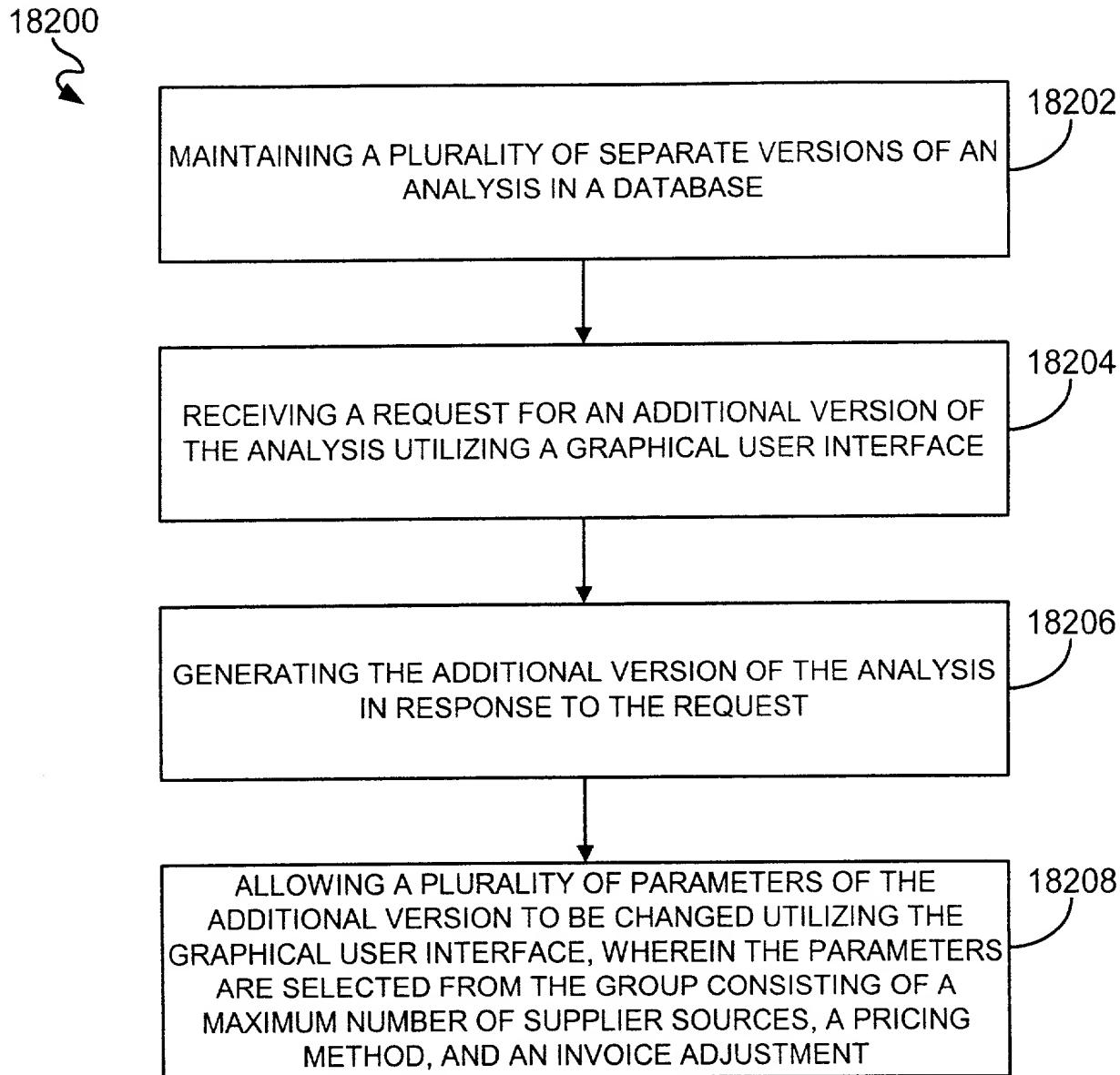
FIG. 179



**FIG. 180**



**FIG. 181**



**FIG. 182**

File Edit View Insert Options Tools Help

18300

Query Values

| Supplier FOB |
|--------------|
| DOP          |
|              |
|              |
|              |
|              |

**Search** **Query** **Reset**

18302

7 Rows Selected

| Supplier FOB                      |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA               |
| DOPACO-KINSTON, NC                |
| DOPACO-ST. CHARLES, IL            |
| DOPACO-STOCKTON, CA               |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

**FIG. 183**

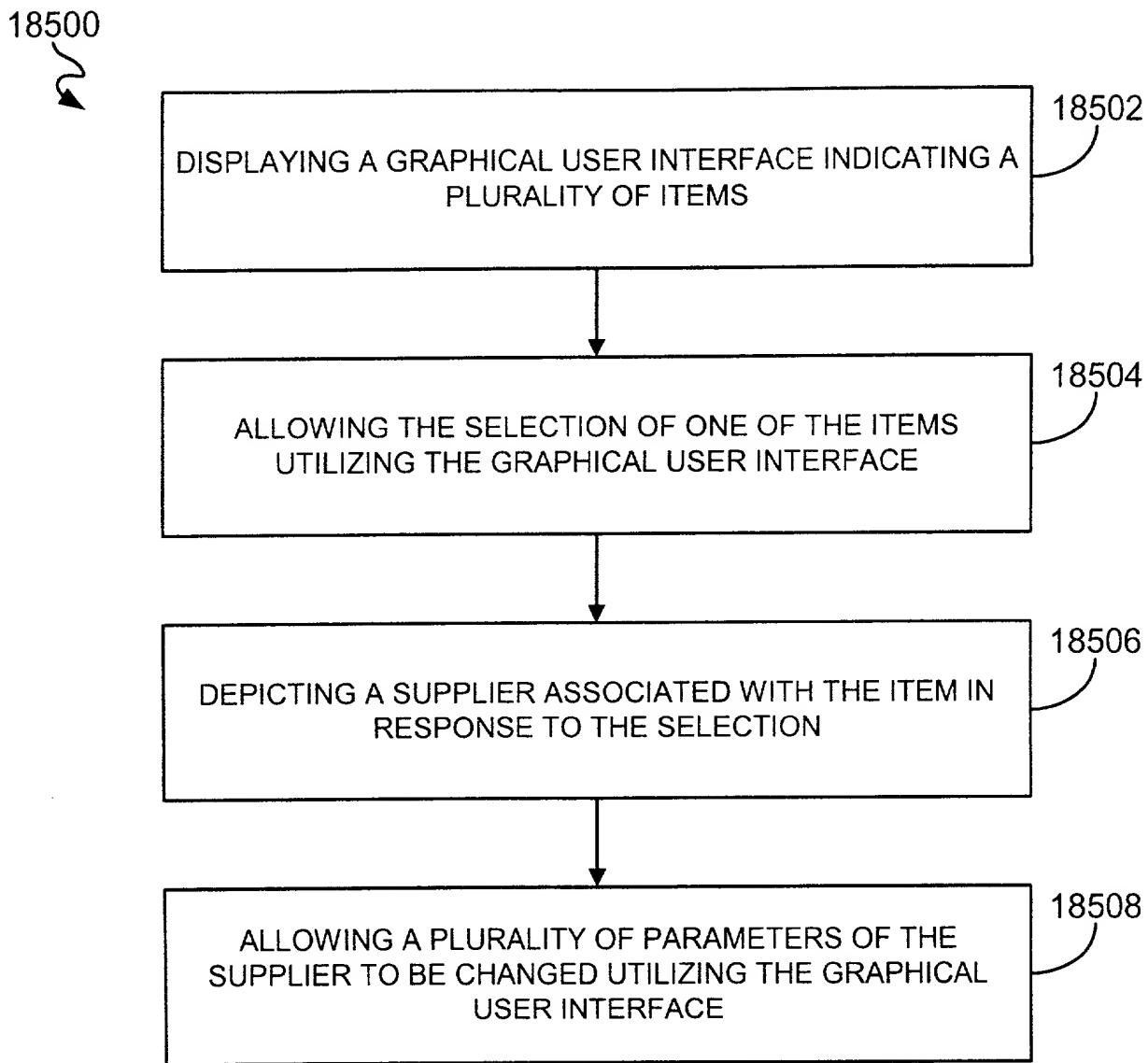
18400



| Item<br>Description | Conv.<br>Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36              |

18402

**FIG. 184**



**FIG. 185**

18600

| Item Description | Supplier FOB        |
|------------------|---------------------|
| CUP-COLD 16 OZ   | DOPACO-DOWNTOWN, PA |
| CUP-COLD 22 OZ   | DOPACO-DOWNTOWN, PA |
| CUP-COLD 32 OZ   | DOPACO-DOWNTOWN, PA |

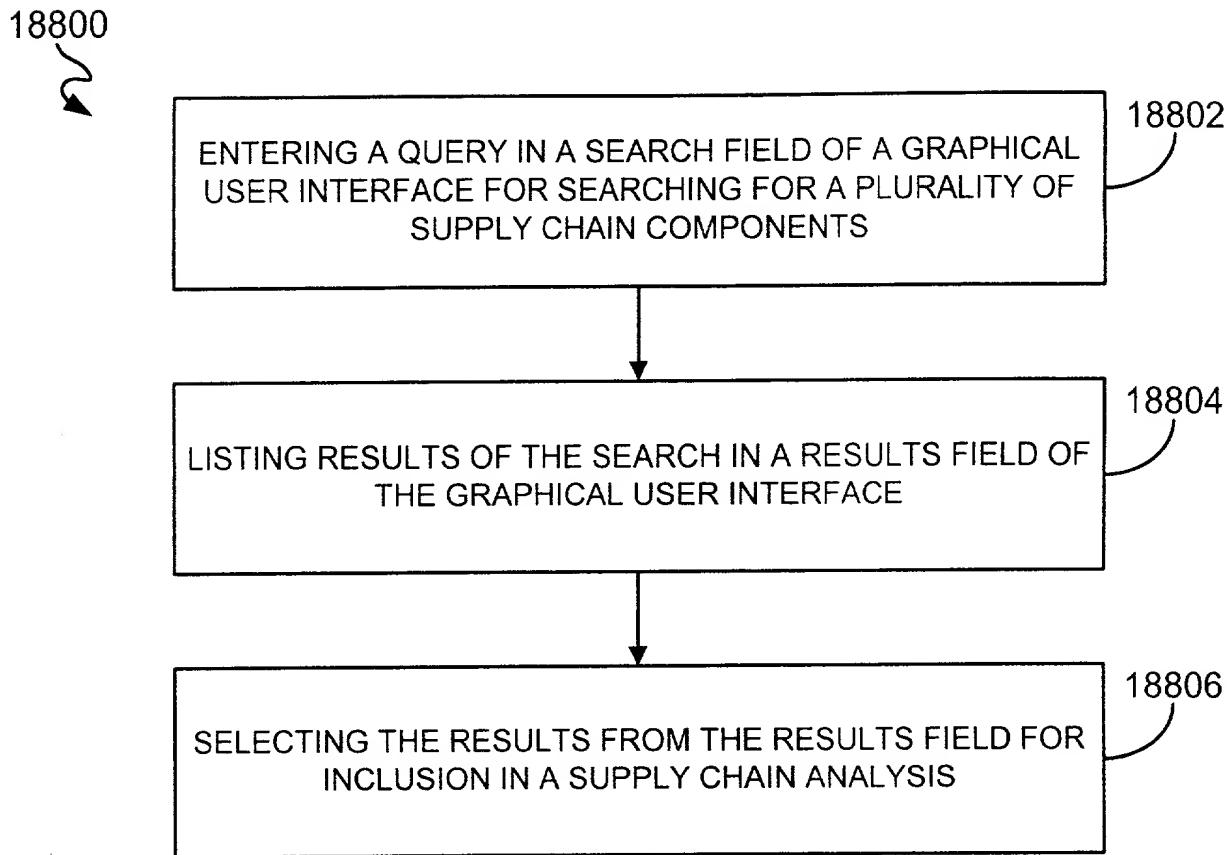
|                     |                |                      |   |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No:             | CP2942  |
| Items per Case:     |                | Tie Qty:             | 5   |
| Innerpack Contents: | 1200           | High Qty:            | 5   |
| Item Size:          |                | Cases Per Pallet:    | 25  |
| Item Shelf Life:    |                | Stacking Allowed:    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length:        | 22.125         | Mandatory            |   |
| Case Width:         | 15.125         | Case Cube:           | 3.43 CUBIC FEET   |
| Case Depth:         | 17.75          | Cases Per Truckload: | 769   |
| Case U/M INCHES     |                | Gross Weight:        | 29.28 POUND(S)  |
|                     |                | Net Weight:          | 27.28 POUND(S)  |

FIG. 186

18700



FIG. 187



**FIG. 188**

18900



| Supplier             | Terms | SLP/PLT | Minimum     | Maximum | Include   |
|----------------------|-------|---------|-------------|---------|---|
| CAVENDISH FARMS      |       | Pallet  |             |         | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY |       | Pallet  |             |         | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.    |       | Pallet  | 200,000,000 |         | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Supplier FOB                        | Minimum    | Maximum     | Include   |
|-------------------------------------|------------|-------------|---|
| LAMB-WESTON, INC.-PASCO, WA         | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-RICHLAND WA       | 0          | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

19000

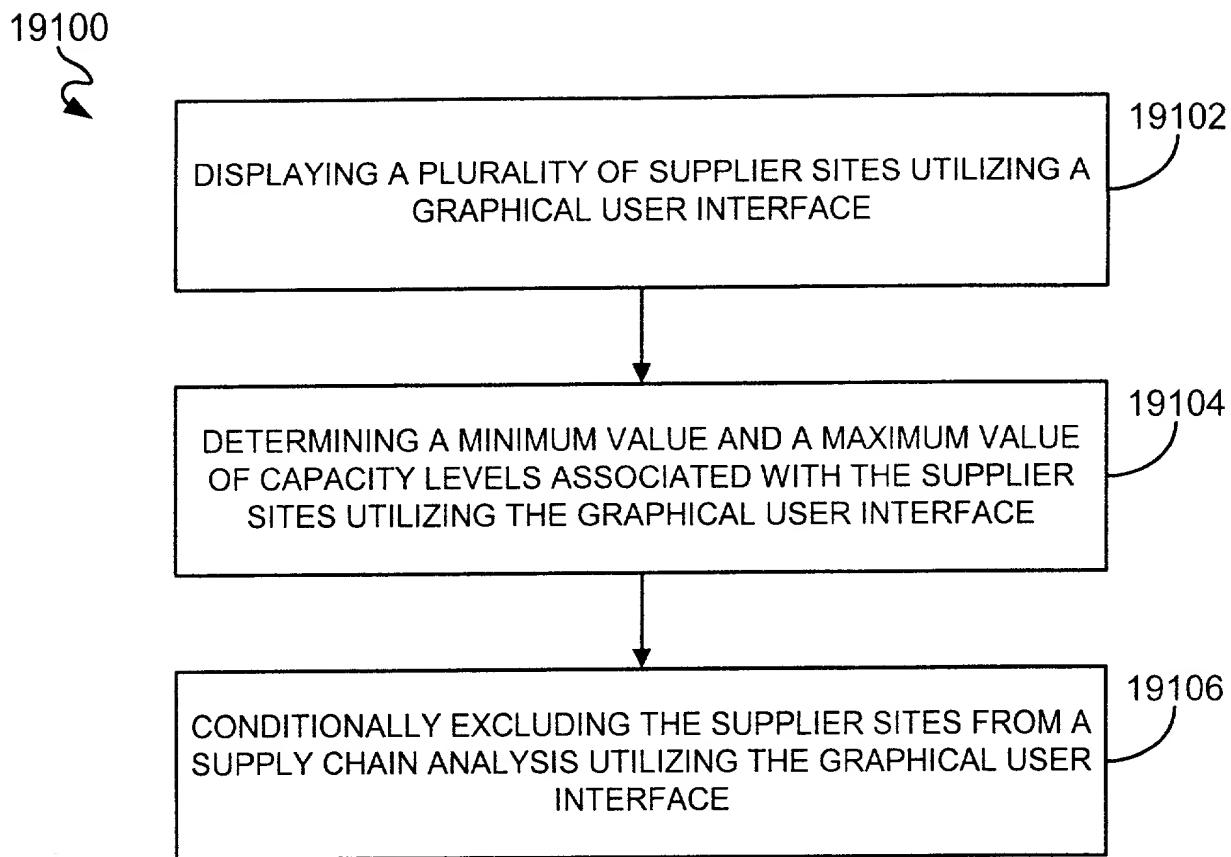


| Supplier            | Terms | SLP/PLT | Minimum     | Maximum | Include   |
|---------------------|-------|---------|-------------|---------|---|
| MCCAIN FOODS        |       | Pallet  |             |         | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| NESTLE FOOD COMPANY |       | Pallet  |             |         | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS       |       | Pallet  | 225,000,000 |         | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Supplier FOB                            | Minimum    | Maximum     | Include   |
|---|------------|-------------|---|
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND | 18,000,000 | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE   | 45,000,000 | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |
| MCCAIN FOODS, INC-OTHELLO, WA           | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190



**FIG. 191**

19200



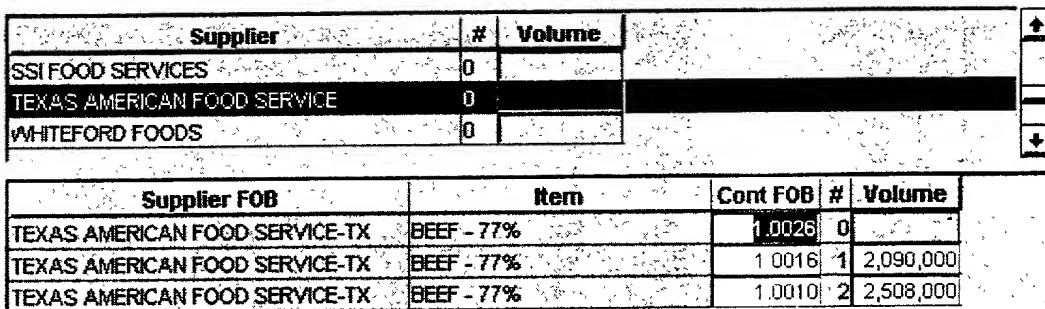
| Supplier                   | # | Volume |  |  |  |
|----------------------------|---|--------|--|--|--|
| HUDSON INDUSTRIES          | 0 |        |  |  |  |
| INTERNATIONAL DIVERSEFOODS | 0 |        |  |  |  |
| SUPERIOR COFFEE & FOODS    | 0 |        |  |  |  |

| Supplier FOB              | Item              | Cont FOB | # | Volume |  |
|---------------------------|-------------------|----------|---|--------|--|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK         | 8 4200   | 0 |        |  |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9 2300   | 0 |        |  |

**FIG. 192**

19300



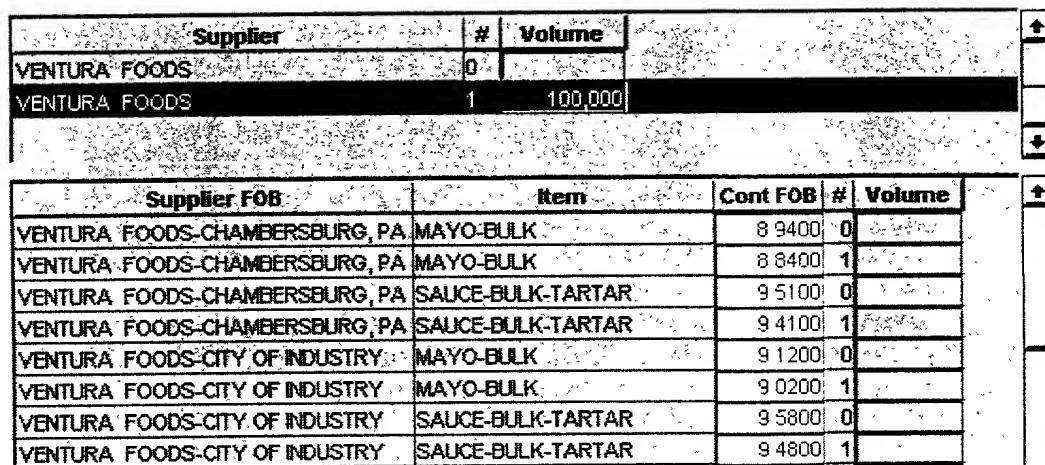
| Supplier                    | # | Volume |
|-----------------------------|---|--------|
| SSI FOOD SERVICES           | 0 |        |
| TEXAS AMERICAN FOOD SERVICE | 0 |        |
| WHITEFORD FOODS             | 0 |        |

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

**FIG. 193**

19400



| Supplier      | # | Volume  |
|---------------|---|---------|
| VENTURA FOODS | 0 |         |
| VENTURA FOODS | 1 | 100,000 |

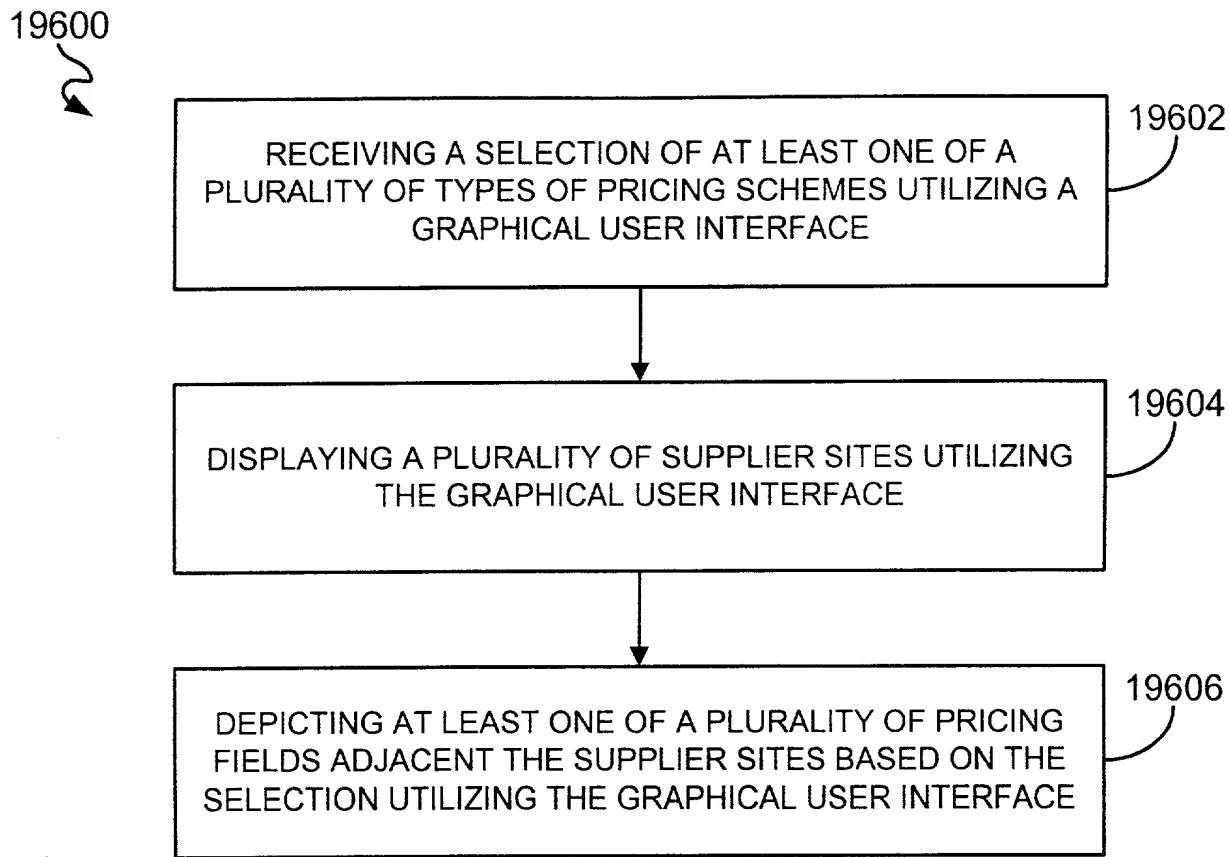
| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

**FIG. 194**

19500

| Item Description        | Supplier FOB                   |   |        |
|-------------------------|--------------------------------|---|--------|
| FRIES-COATED            | CAVENDISH-PRINCE EDWARD        |   |        |
| FRIES-COATED            | J.R. SIMPLOT COMPANY-HERMISTON |   |        |
| FRIES-COATED            | LAMB-WESTON, INC-PASCO, WA     |   |        |
| Distribution Center     | Delivered                      | # | Volume |
| AMERISERVE-OMAHA, NE    | 0 3750                         | 0 | 0      |
| AMERISERVE-PLYMOUTH, MN | 0 3850                         | 0 | 0      |
| AMERISERVE-WAUKEEHA     | 0 3670                         | 0 | 0      |
| FLEMING FOODS-KAPOLEI   | 0 4725                         | 0 | 0      |
| KING PROVISION-ATLANTA  | 0 3950                         | 0 | 0      |

FIG. 195



**FIG. 196**

19700

Total Rest. Growth Amount 5.00% ~ 19702 Usage Period 09/01/97 to 08/31/98

| Distribution Center           | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
|-------------------------------|---------------------|---------------------|----------------------------|
| AMERISERVE/POST-ALBUQUERQUE   | 27                  | 5.00%               | 28                         |
| AMERISERVE/POST-DENVER        | 35                  | 5.00%               | 37                         |
| AMERISERVE/POST-SALT LAKE, UT | 2                   | 5.00%               | 2                          |
| AMERISERVE-OMAHA, NE          | 166                 | 5.00%               | 174                        |

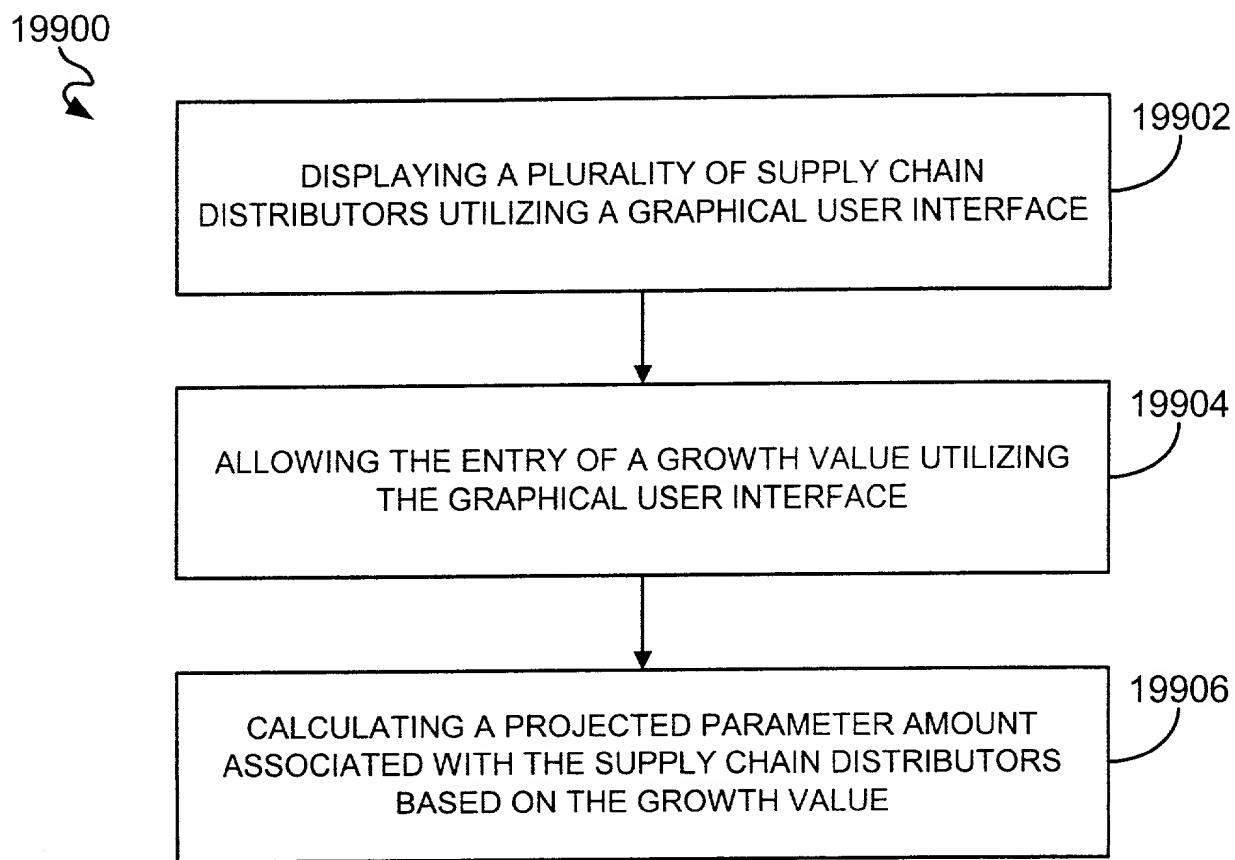
FIG. 197

19800

Item CHICKEN-PATTY Item Growth % -0.00 Usage Period

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAHA          | 44,035         | 166                   | 98.49%       | 24.12     | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30     | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02     | 0.00%          | 42,909          |

FIG. 198



**FIG. 199**

20000

| Supplier FOB                        | Address                      |  |
|-------------------------------------|------------------------------|--|
| CAVENDISH FARMS                     | Dieppe                       | NB E1A6X4  |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston                    | OR 99399   |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls               | ID 83211   |
| <b>Distribution Center</b>          |                              | <b>Lane Restriction</b>  |
| AMERISERVE POST-ALBUQUERQUE         | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded |
| AMERISERVE POST-DENVER              | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded |
| AMERISERVE POST-SALT LAKE,UT        | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded |
| AMERISERVE-OMAHA, NE                | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded |
| AMERISERVE-PLYMOUTH, MN             | <input type="radio"/> Solver | <input type="radio"/> Required <input checked="" type="radio"/> Excluded |

20002

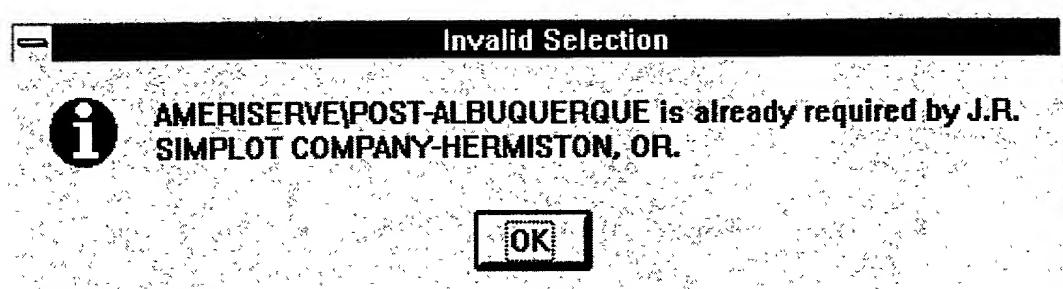
## FIG. 200

20100

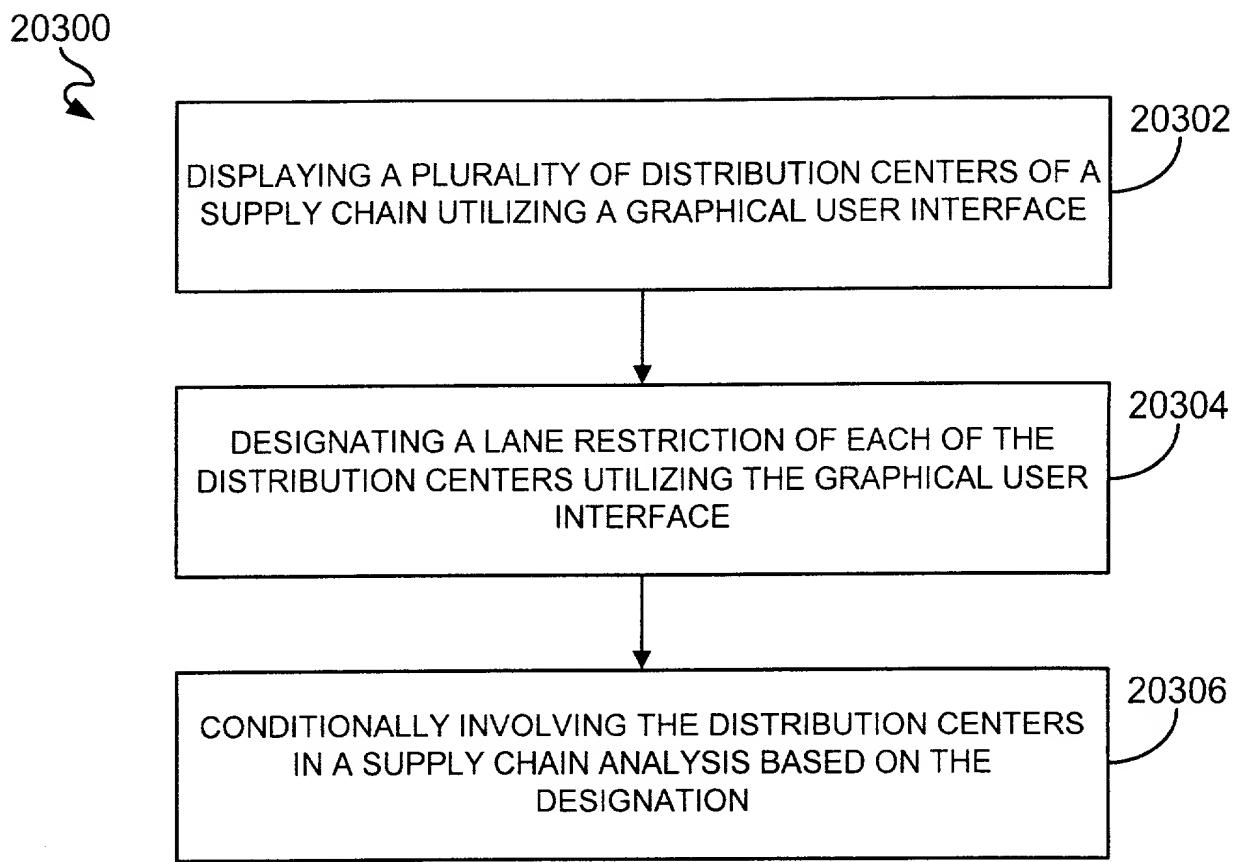
| Supplier FOB                        | Address                                 |  |
|-------------------------------------|---|--|
| CAVENDISH FARMS                     | Dieppe                                  | NB E1A6X4  |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston                               | OR 99399   |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls                          | ID 83211   |
| <b>Distribution Center</b>          |   | <b>Lane Restriction</b>  |
| AMERISERVE POST-ALBUQUERQUE         | <input type="radio"/> Solver            | <input checked="" type="radio"/> Required <input type="radio"/> Excluded |
| AMERISERVE POST-DENVER              | <input checked="" type="radio"/> Solver | <input type="radio"/> Required <input type="radio"/> Excluded            |

## FIG. 201

20200

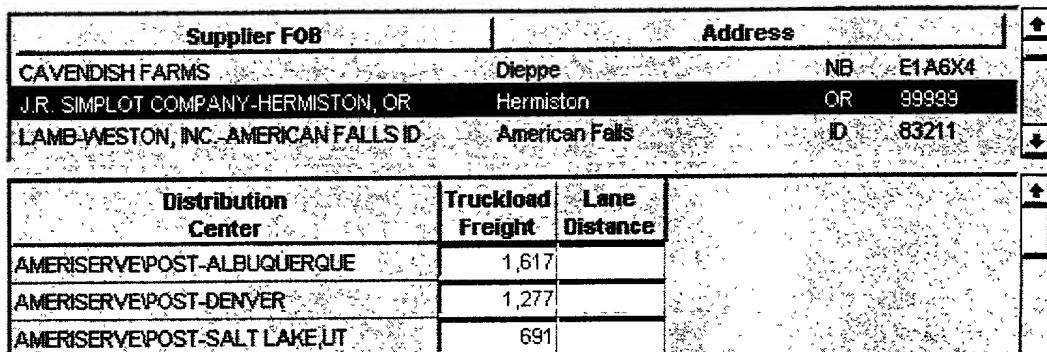


## FIG. 202



**FIG. 203**

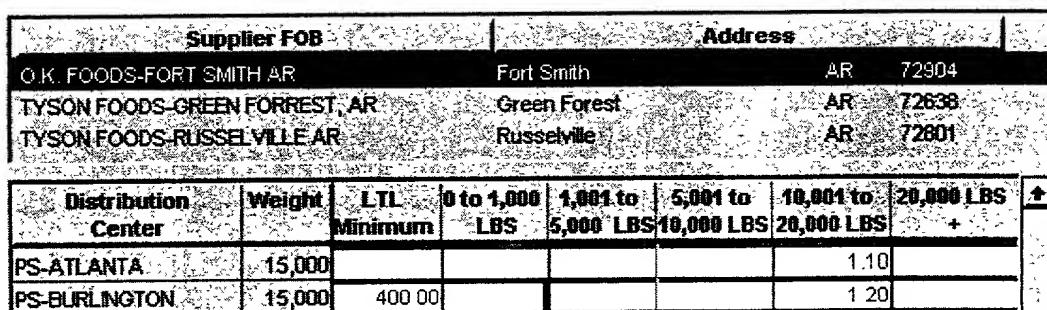
20400



| Supplier FOB                        |                   | Address       |        |
|-------------------------------------|-------------------|---------------|--------|
| CAVENDISH FARMS                     | Dieppe            | NB            | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston         | OR            | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls    | ID            | 83211  |
| Distribution Center                 | Truckload Freight | Lane Distance |        |
| AMERISERVE/POST-ALBUQUERQUE         | 1,617             |               |        |
| AMERISERVE/POST-DENVER              | 1,277             |               |        |
| AMERISERVE/POST-SALT LAKE UT        | 691               |               |        |

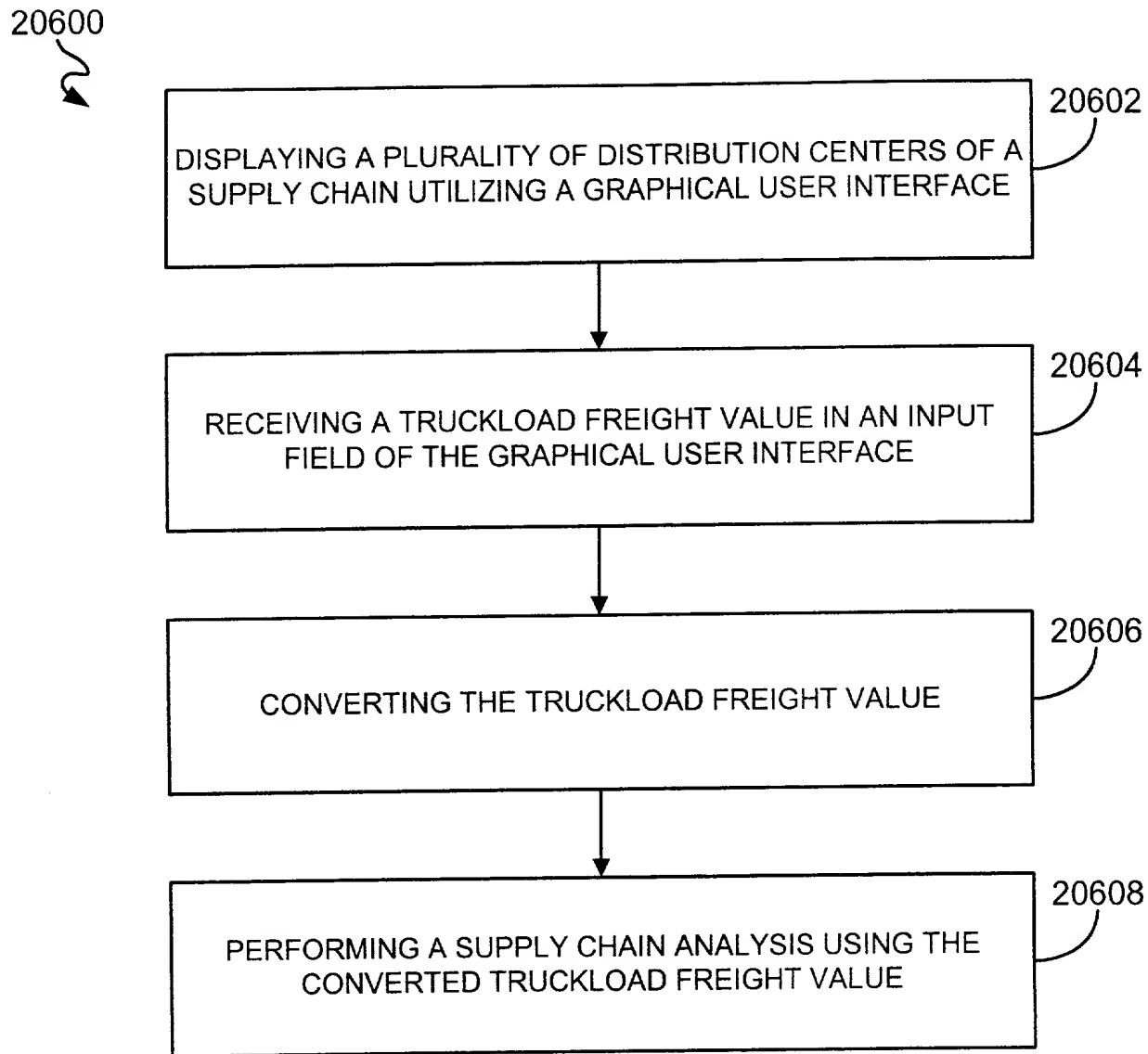
FIG. 204

20500



| Supplier FOB                 |                | Address        |                    |                     |                      |              |
|------------------------------|----------------|----------------|--------------------|---------------------|----------------------|--------------|
| O.K. FOODS-FORT SMITH AR     | Fort Smith     | AR             | 72904              |                     |                      |              |
| TYSON FOODS-GREEN FOREST, AR | Green Forest   | AR             | 72638              |                     |                      |              |
| TYSON FOODS-RUSSELLVILLE AR  | Russellville   | AR             | 72801              |                     |                      |              |
| Distribution Center          | Weight Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
| PS-ATLANTA                   | 15,000         |                |                    |                     | 1.10                 |              |
| PS-BURLINGTON                | 15,000         | 400.00         |                    |                     | 1.20                 |              |

FIG. 205

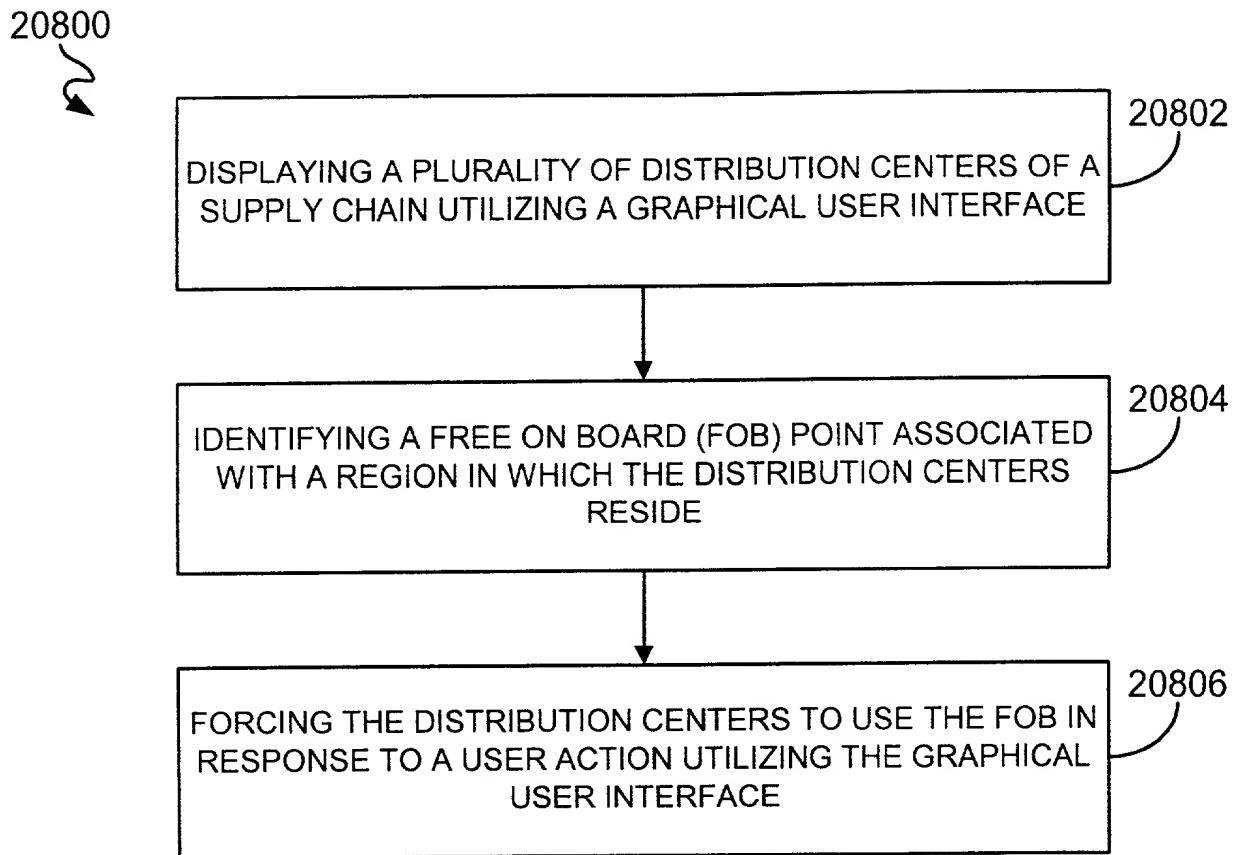


**FIG. 206**

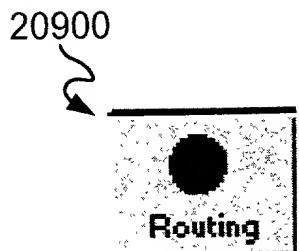
20700

|  |   |
|--|---|
| <b>Analysis Region</b><br>MCCABE-PORTLAND/RMW-ANCHORAGE                                      | <b>Force FOB</b><br><input type="radio"/> Yes <input checked="" type="radio"/> No |
| <b>Distribution Center Name</b><br>MCCABE QUALITY FOODS-PORTLAND<br>RESTAURANTS NW-ANCHORAGE | <b>Site Role</b><br>Corporate & FOB Point<br>Corporate & FOB Point                |

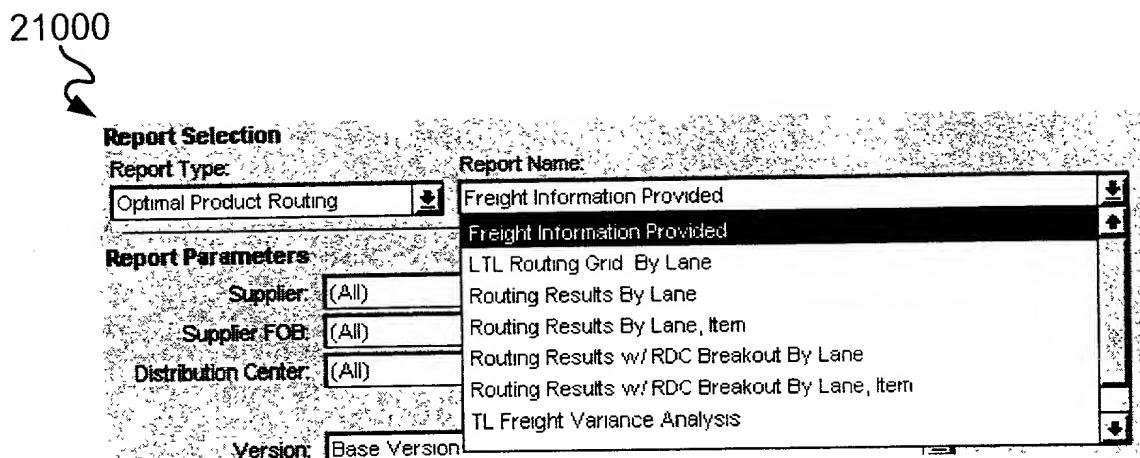
**FIG. 207**



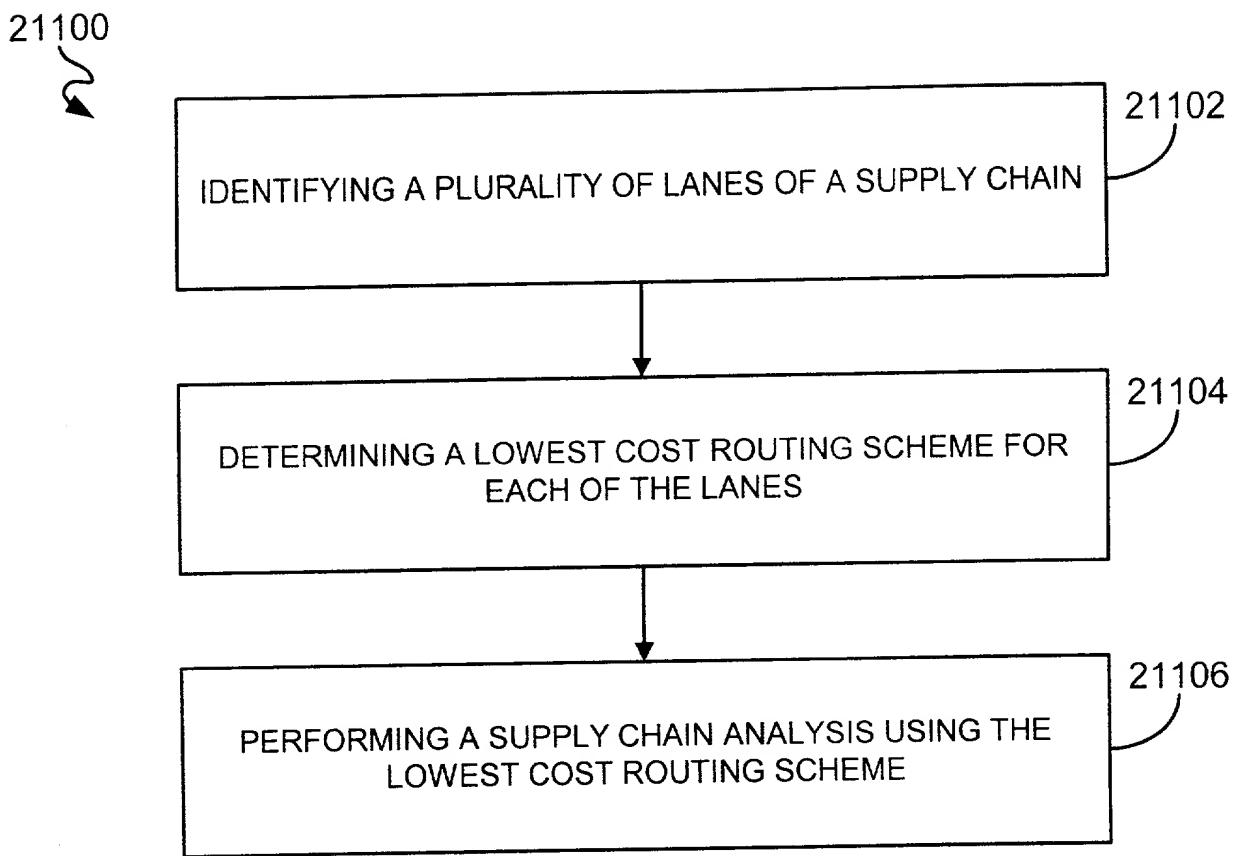
**FIG. 208**



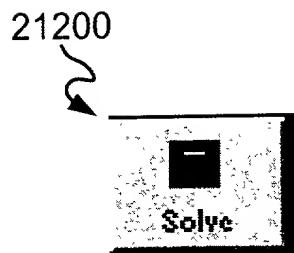
**FIG. 209**



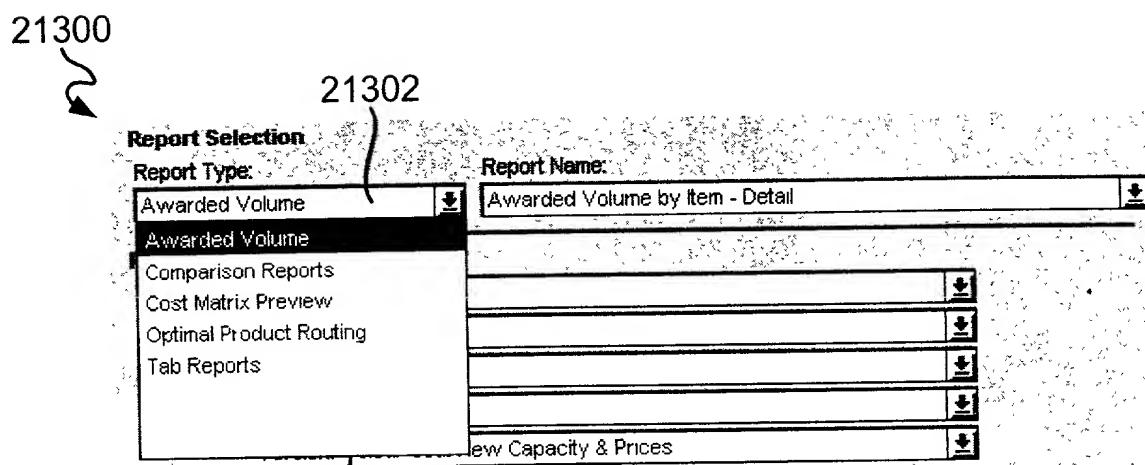
**FIG. 210**



**FIG. 211**



**FIG. 212**



**FIG. 213**

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail**
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

**FIG. 214**

21500

- Assigned Volume Percentages (no conversion)**
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:

Report Name:

Comparison Reports



Assigned Volume Percentages (no conversion)

**FIG. 216**

21700

Report Name:

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)**
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800



Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

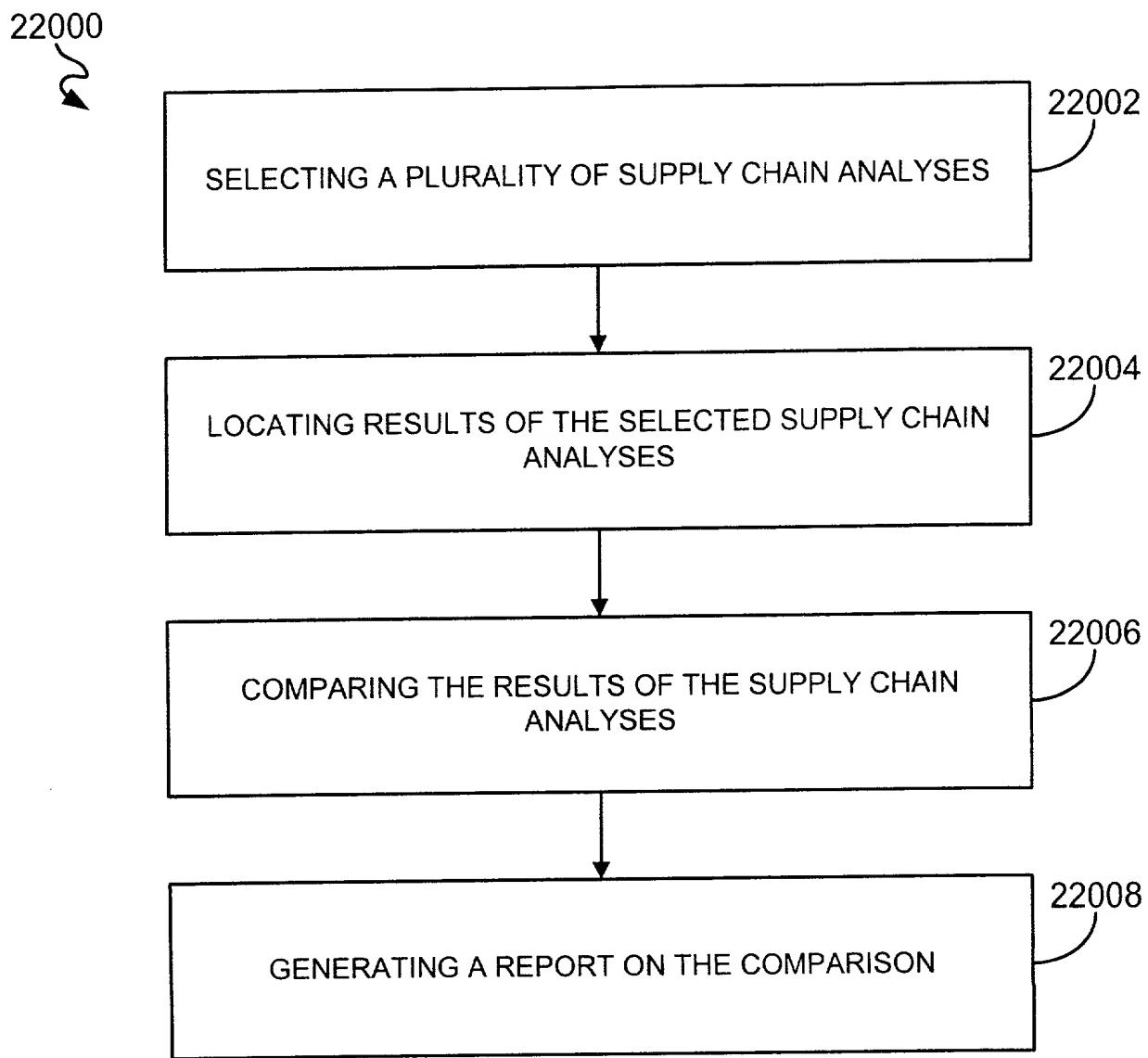
Include Cost Matrices:  Yes  No

**FIG. 218**

21900

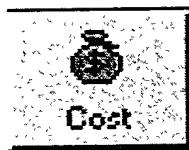


**FIG. 219**



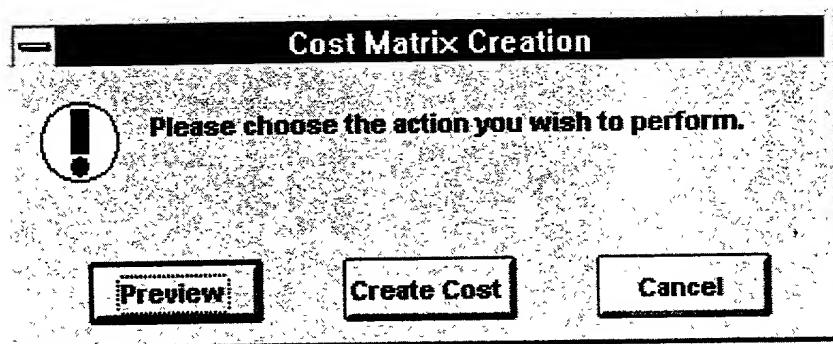
**FIG. 220**

22100



**FIG. 221**

22200



**FIG. 222**

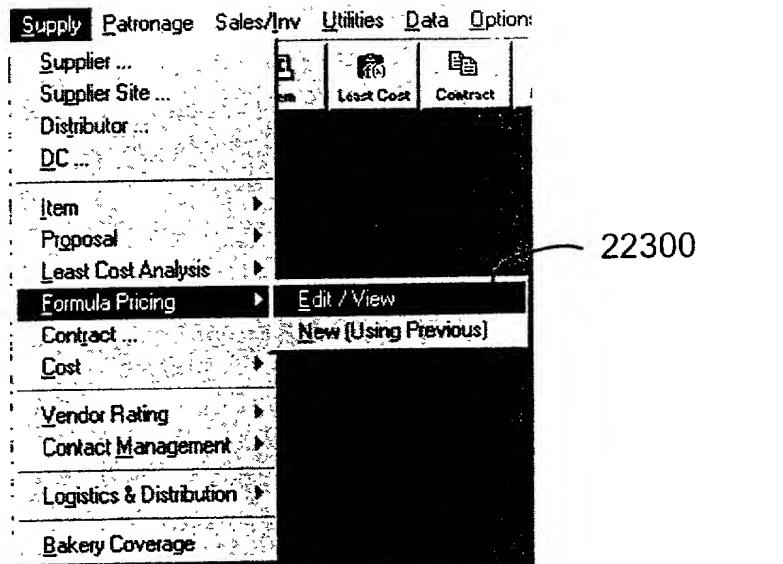


FIG. 223

22400

FIG. 224

22500



| Date     | FRSH            | FRSH            | FRSH            | FRSH            | FRSH            | FRSH               | FRSH            | FRSH               | FRSH               | FRZN               | IMP AUS  | Lean              |
|----------|-----------------|-----------------|-----------------|-----------------|-----------------|--------------------|-----------------|--------------------|--------------------|--------------------|----------|-------------------|
|          | DOM 50%<br>TRIM | DOM 65%<br>TRIM | DOM 73%<br>TRIM | DOM 75%<br>LEAN | DOM 80%<br>LEAN | DOM 85%<br>LEAN BL | DOM 90%<br>LEAN | DOM 90%<br>LEAN YW | DOM 90%<br>LEAN BL | DOM 90%<br>LEAN BL | 30% LEAN | Fine Titr<br>Beef |
| 03/23/98 | 0.8800          | 0.9100          | 0.9052          | 0.9300          | 0.9318          | 0.9900             | 0.9900          | 0.9950             | 1.0000             | 0.9500             | 0.9500   | 0.7960            |
| 03/24/98 | 0.8800          | 0.9100          | 0.9149          | 0.9400          | 0.9224          | 0.9800             | 1.0000          | 1.0500             | 1.1000             | 0.9400             | 0.9600   | 0.8400            |
| 03/25/98 | 0.8800          | 0.9150          | 0.8857          | 0.9100          | 0.9224          | 0.9800             | 1.1000          | 1.1500             | 1.2000             | 0.9500             | 0.9300   | 0.9200            |
| 03/26/98 | 0.6850          | 0.9155          | 0.8945          | 0.9190          | 0.9275          | 0.9855             | 1.2000          | 1.2500             | 1.3000             | 0.9600             | 0.9500   | 1.0000            |
| 03/27/98 | 0.8900          | 0.9200          | 0.9344          | 0.9600          | 0.9275          | 0.9855             | 1.0000          | 1.0500             | 1.1000             | 0.9550             | 0.9800   | 0.8400            |
| 03/30/98 | 0.8800          | 0.9300          | 0.9441          | 0.9700          | 0.9318          | 0.9900             | 0.9995          | 0.9998             | 1.0000             | 0.9870             | 0.9650   | 0.7998            |
| 03/31/98 | 0.8860          | 0.9160          | 0.9539          | 0.9800          | 0.9412          | 1.0000             | 1.1000          | 1.1250             | 1.1500             | 0.9550             | 0.9870   | 0.9000            |
| 04/01/98 | 0.8700          | 0.9200          | 0.9393          | 0.9650          | 0.9224          | 0.9800             | 1.2000          | 1.2300             | 1.2600             | 0.9630             | 0.9630   | 0.9840            |
| 04/02/98 | 0.8500          | 0.9400          | 0.9490          | 0.9750          | 0.9318          | 0.9900             | 1.0000          | 1.0250             | 1.0500             | 0.9540             | 0.9870   | 0.8200            |
| 04/03/98 | 0.6515          | 0.9700          | 0.9539          | 0.9800          | 0.9412          | 1.0000             | 1.1000          | 1.0750             | 1.0500             | 0.9580             | 0.9870   | 0.8600            |
|          | 0.8753          | 0.9247          | 0.9275          | 0.9529          | 0.9300          | 0.9881             | 1.0690          | 1.0950             | 1.1210             | 0.9572             | 0.9659   | 0.8760            |

FIG. 225

22600

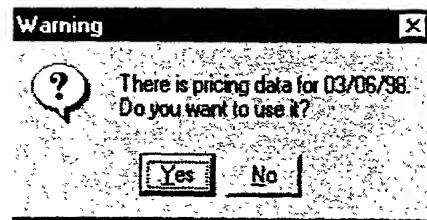


FIG. 226

22700

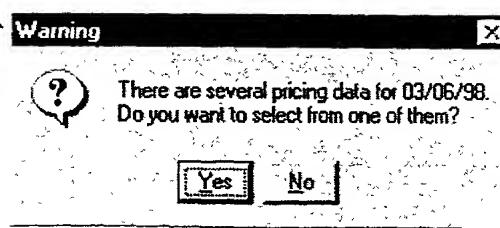


FIG. 227

22800

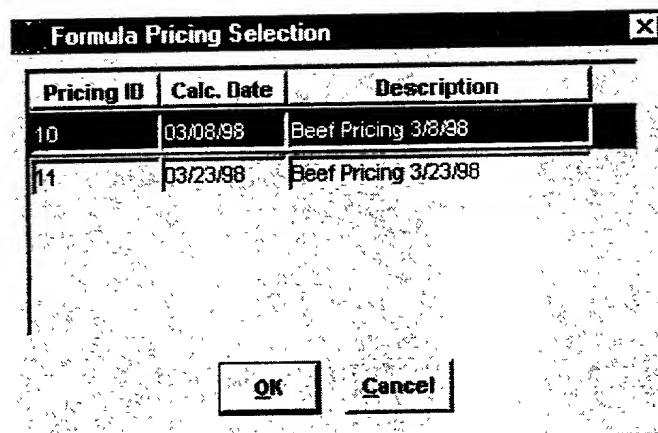


FIG. 228

22900

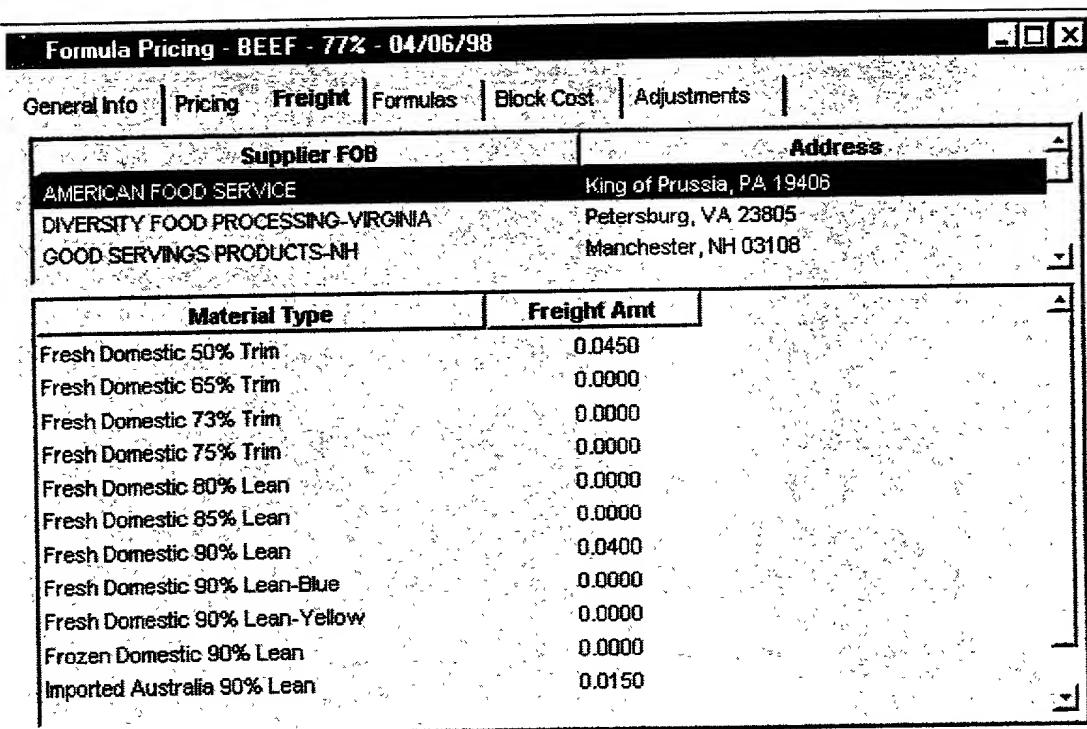


FIG. 229

23000

| Formula | F058TR | F065TR | F073TC | F088LC | F085LN | F090LC | MAUSN  | LFTB   | Total  |        |
|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|         | Pct.   | Cost   | Pct.   | Cost   | Pct.   | Cost   | Pct.   | Cost   | Pct.   |        |
| AFS-1   | 0.3120 | 0.2971 |        |        |        |        | 0.1880 | 0.2134 | 0.4000 | 0.3924 |
| DIV-1   | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1366 | 0.2000 | 0.2190 | 0.3200 | 0.3139 |
| GS-1    | 0.3270 | 0.3042 |        |        |        |        | 0.1730 | 0.1972 | 0.3600 | 0.3548 |
| S&C-1   | 0.2414 | 0.2200 |        |        | 0.2179 | 0.2026 | 0.2179 | 0.2153 | 0.2179 | 0.2386 |
| SER-1   | 0.3250 | 0.2926 |        |        |        |        | 0.1750 | 0.1951 | 0.3650 | 0.3571 |
| TEX-1   | 0.3090 | 0.2766 |        |        |        |        | 0.3410 | 0.3802 | 0.2500 | 0.2452 |
| WHI-1   | 0.3250 | 0.2958 |        |        |        |        | 0.1750 | 0.1969 | 0.3650 | 0.3608 |
| WIS-1   | 0.3325 | 0.2977 |        |        |        |        | 0.4675 | 0.5185 | 0.1000 | 0.0986 |
|         |        |        |        |        |        |        |        |        |        | 1.9618 |

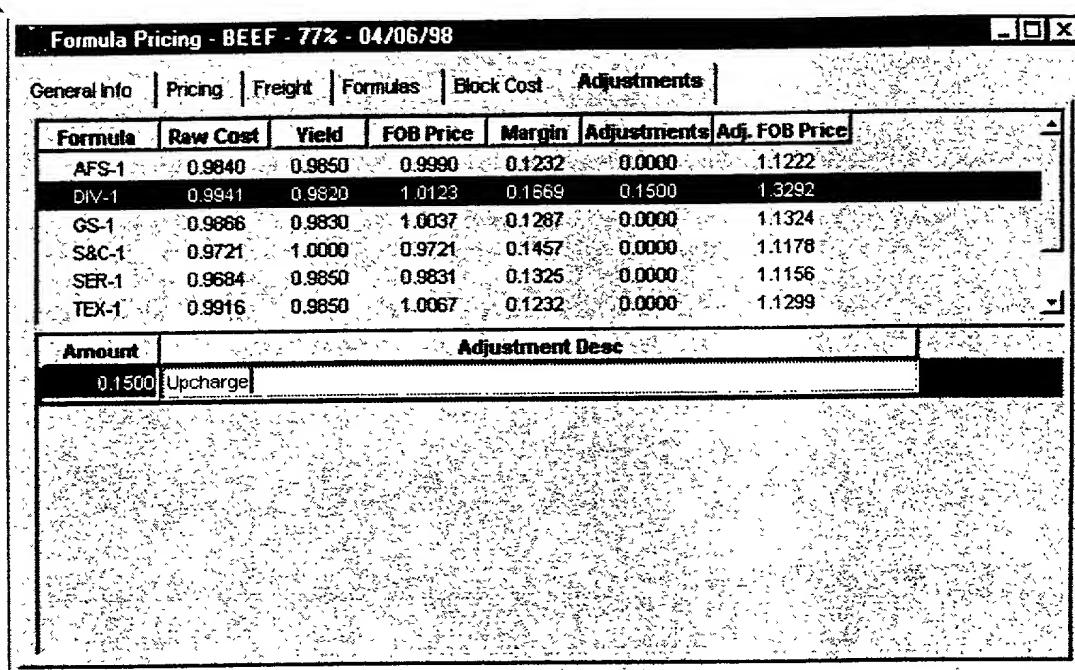
FIG. 230

23100

| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? |
|---------|-------------------|-------|------------|--------|-----------|----------|
| AFS-1   | 0.9840            | 0.98  | \$0.9990   | 0.1232 | \$1.1222  | ✓        |
| DIV-1   | 0.9941            | 0.98  | \$1.0123   | 0.1669 | \$1.1792  | ✓        |
| GS-1    | 0.9866            | 0.98  | \$1.0037   | 0.1287 | \$1.1324  | ✓        |
| S&C-1   | 0.9721            | 1.00  | \$0.9721   | 0.1457 | \$1.1178  | ✓        |
| SER-1   | 0.9684            | 0.99  | \$0.9831   | 0.1325 | \$1.1156  | ✓        |
| TEX-1   | 0.9916            | 0.98  | \$1.0067   | 0.1232 | \$1.1299  | ✓        |
| WHI-1   | 0.9765            | 0.98  | \$0.9939   | 0.1275 | \$1.1214  | ✓        |
| WIS-1   | 1.0018            | 0.98  | \$1.0202   | 0.1334 | \$1.1536  | ✓        |

FIG. 231

23200



| Formula Pricing - BEEF - 77% - 04/06/98 |          |         |           |            |             |                |
|---|----------|---------|-----------|------------|-------------|----------------|
| General Info                            | Pricing  | Freight | Formulas  | Block Cost | Adjustments |                |
| Formula                                 | Raw Cost | Yield   | FOB Price | Margin     | Adjustments | Adj. FOB Price |
| AFS-1                                   | 0.9840   | 0.9850  | 0.9990    | 0.1232     | 0.0000      | 1.1222         |
| DIV-1                                   | 0.9941   | 0.9820  | 1.0123    | 0.1669     | 0.1500      | 1.3292         |
| GS-1                                    | 0.9866   | 0.9830  | 1.0037    | 0.1287     | 0.0000      | 1.1324         |
| S&C-1                                   | 0.9721   | 1.0000  | 0.9721    | 0.1457     | 0.0000      | 1.1178         |
| SER-1                                   | 0.9684   | 0.9850  | 0.9831    | 0.1325     | 0.0000      | 1.1156         |
| TEX-1                                   | 0.9916   | 0.9850  | 1.0067    | 0.1232     | 0.0000      | 1.1299         |

| Amount | Adjustment Desc |
|--------|-----------------|
| 0.1500 | Upcharge        |

FIG. 232

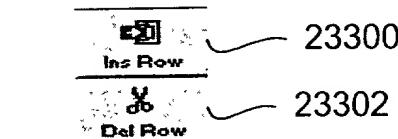


FIG. 233

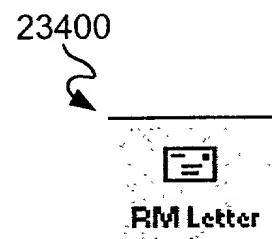


FIG. 234

23500

**Formula Maintenance**

| Formula ID | Facility                             | Description                     | Short Name |
|------------|--------------------------------------|---------------------------------|------------|
| 5          | AMERICAN FOOD SERVICE                | American Food Service Formula A | AFS-1      |
| 7          | DIVERSITY FOOD PROCESSING - VIRGINIA | DIV Formula - 1b                | DIV-1      |
| 8          | GOOD SERVINGS PRODUCTS - NH          | Good Servings Formula 1         | GS-1       |

Number of Rows: 14

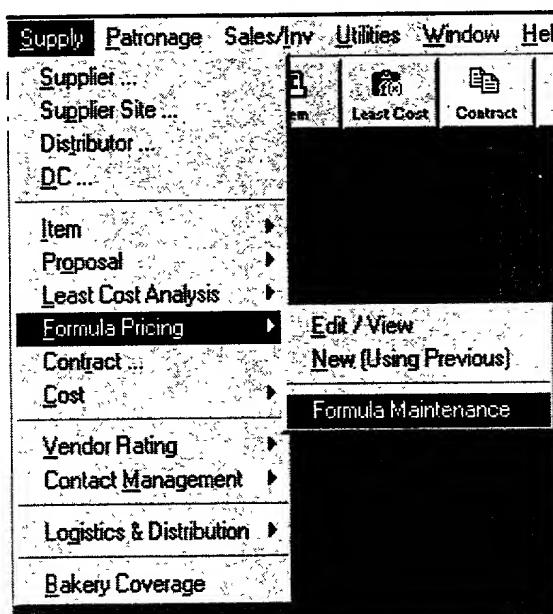
  

| Material Type           | Begin Date | Percentage |
|-------------------------|------------|------------|
| Fresh Domestic 50% Trim | 10/03/1997 | 31.2000%   |
| Fresh Domestic 73% Trim | 10/01/1996 | 20.0000%   |
| Fresh Domestic 85% Lean | 10/01/1997 | 5.0000%    |
| Fresh Domestic 90% Lean | 10/01/1997 | 18.8000%   |

Number of Rows: 6

**FIG. 235**

23600



**FIG. 236**